

# **Hypnosis for Beginners: The Most Frequently Asked Questions Answered**

By

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First Edition 2011

Printed & Published by Lulu.Com

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ISBN: 978-1-4709-0139-4

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## Introduction

Have you ever wondered what hypnotists do to hypnotise people, or what it feels like to be hypnotised? How about whether people need to be relaxed to be hypnotised, or whether you can hypnotise someone covertly or just by talking about different experiences or hobbies? These questions and more are covered within the pages of this book.

Over the last twenty years I have been asked all sorts of questions about hypnosis ranging from questions about how to do it, to questions about what it can be used for and whether it gets used by people to influence us in everyday situations.

In this book I have answered the 80 questions I have most frequently been asked. This book has been written with trainee hypnotists in mind or those wanting to learn more about hypnosis. Many newly qualified hypnotists that I meet often worry about how to answer questions like ‘I don’t think I was hypnotised?’ or ‘I can’t visualise, does this mean it won’t work?’

Many of these hypnotists also want answers to questions like ‘How can you make someone more likely to follow your suggestions?’ or ‘I sometimes don’t know what to say and find I end up silent, is this a problem for the client?’

I am also asked questions by clients and people that are curious about hypnosis or wanting to experience hypnosis like ‘I have tried self-hypnosis tracks but they don’t seem to work for me, why is this?’ or asking about things they have seen on stage hypnosis shows.

All of these questions are answered within this book and more.

From reading this book you will know how to hypnotise people covertly and conversationally. You will understand how to use metaphors and stories in hypnosis, how confusion, pattern interrupt, shock and surprise inductions work, how to use a variety of hypnotic language patterns and hypnotic techniques and how you can practice and develop your skills as a hypnotist.

At the end of the book there is also an extract from my book ‘Advanced Ericksonian Hypnotherapy Scripts’

## **So does hypnosis work, or is it just mumbo-jumbo?**

There is plenty of research available to show that whether hypnosis is a state of mind or not it seems to have a real effect that can be used for therapy and for influencing. There is now a growing body of evidence to support the use of hypnosis for a range of problems from IBS to pain-control.

Hypnosis used to be thought of as an alternative therapy, now it is being seen as a complimentary therapy. Hypnosis has been used as a way of stopping pain during operations and child birth. It has been used to stop Irritable Bowel Syndrome; it has been used to reduce the negative side effects of chemotherapy. It is an effective treatment for phobias and Post Traumatic Stress Disorder and can help people to relax and learn how to remain calm.

To discover more about hypnosis, read on for the answers to a further 79 hypnosis questions...



## 79 Further Hypnosis Questions Answered

### Is relaxation required for trance?

Relaxation isn't required for trance. A trance is a focused state of attention. When someone goes into a trance they view the world through that trance. All emotional states are trance states. When someone is angry they go into an 'anger trance' where they see only their point of view, everything is black or white etc... The more angry they are the more focused they become. I've dealt with people trying to kill people and felt no risk to me at all as they are so focused on the person they are trying to kill it is as if I'm not there. Depression is another common trance state where people take on a specific thinking style (everything good that happens is someone else's fault, everything bad that happens is their fault, things are always bad and any good that happens is a 'one off' exception).

As well as obvious emotional trance states like these people also go into trance doing everyday tasks. To carry out any task without thinking about it (like tying shoelaces, brushing teeth, shaking hands, driving) people enter a trance. Many rapid and shock inductions occur by interrupting these patterns (pattern interrupt inductions). For example if you put your hand out to shake someone else's hand and then do something different in the middle of the handshake you take their natural trance and complete it with something new.



Whenever you interrupt a pattern the reorientation response fires in the person's brain. This response is not normally physically noticeable. On occasions it can be though. For example the falling feeling you get when falling asleep sometimes is that response firing, the jump you get when you hear a loud bang and want to know what it is, is also the response firing. Once it has fired you wait momentarily in a state of limbo (a trance state, likewise if a natural pattern is interrupted you 'pause' in that trance state). This for many people is only a pause for a second or so while your brain latches onto what is happening next, or what the explanation is (for example: discovering the loud bang is a car backfiring, or being told to 'sleep' by a hypnotist (either overtly or implied) just after having a pattern interrupted) the person then acts on this information. They can ignore the information or 'snap out of it' at any moment as new information comes in. So if they didn't want to be hypnotised and noticed they were being hypnotised they could 'pull themselves together' and come out of that trance.

## **How easy is it to put people into a trance?**

People are always in a trance. The question is how deep and does it include the hypnotist. When someone watches a film on TV or in the Cinema they go into a trance. The more absorbing the film the deeper they enter trance (likewise with playing computer games). The trance becomes more and more focused the deeper the person goes. So they may ignore someone asking if they want a cup of tea, or they may answer but not be aware they answered. The deeper they are (more absorbed they are) the more responsive they are to what is happening on the screen. So if they watch a horror film and aren't really paying attention they don't have much change in

anxiety levels (sweating, pulse increasing etc.). If they are in a dark room and really absorbed in the film, they will jump at scary bits, they will 'feel' scared with faster pulse, sweating etc., they may even become absorbed enough to separate from reality enough to temporarily 'believe' what they are seeing. They may not realise this though until after they have watched the film and feel uncomfortable turning the lights off etc...this is a sign that although they are now not in that trance they did 'believe' what they were watching while watching it as some of that belief has led to what is now thought of as an irrational response (which in most people will be gone by the next day, or in a couple of hours, or even quicker if you can get absorbed in something completely different to totally separate from the film).

For a trance to include the hypnotist (or another person) they need to be involved in creating the trance and the subject needs to continue to allow them to be involved. Love is a natural trance state where you have allowed someone to be involved in your trance. It is by thinking about them, or things associated with them, or seeing or talking to them that puts you into that 'love' trance. All of these associations are like triggers for the trance in the same way a Hypnotherapist may say 'When you see that packet of cigarettes you will feel pleasure at knowing you can leave that packet shut'. Likewise with a hypnotist you want to be a part of their experience so that as you talk with them they go into a trance but allow you to be a part of it; influencing their experience and guiding them. Otherwise the hypnotist may as well say go in to a trance and do whatever you want.

## Other than relaxation how else can you hypnotise people?

As relaxation isn't essential for trance induction (although it is often the way people like to enter hypnosis, because they want to have a relaxing experience. And it often happens automatically if the person is in a position to relax (like sitting or lying down) during a session anyway because the client isn't paying attention to maintaining stress and tension) people can be hypnotised in many ways including shock and confusion.

Both these types of inductions work by triggering the reorientation response. With shock or surprise inductions it is often (but not always) a physical induction, like a handshake, or tipping someone off balance. With confusion inductions it is often (but not always) a verbal induction creating confusion with something that is hard to follow, or something that contains many different meanings, or has 'information overload'. Then (with both these inductions) when the person naturally enters a trance (or slightly deeper trance) where they appear to go inside their mind the hypnotist gives a direct suggestion or command or explanation about what the client needs to do next. Often they say something like 'sleep now' or 'now enter trance'. And to escape the confusion or to make sense of the shock/surprise the client follows this suggestion because it is the easy way out. The hypnotist still has to be very attentive and keep the client absorbed. This is often done with a deepener, where the hypnotist will deepen the clients experience by using the tone of their voice, by having the client become absorbed in a story, or guided imagery like walking down stairs, or along a beach, or they may have the client count in their mind, or focus on their breathing.

## **To hypnotise people do you have to explain to them what hypnosis or trance is first?**

People have different views of what they think trance is. Hypnosis or trance can be induced without ever mentioning hypnosis, trance, relaxation or any other word associated with hypnosis because it is really all about the skill of the hypnotist to find a way of inducing a trance in the client that is going to absorb their attention. If the words trance or hypnosis are used then often people respond how they think they should based on their beliefs of what hypnosis or trance are. Often a hypnotist will have explained a bit rather than just hypnotising someone. As it is about absorbing the clients' attention it doesn't usually matter what they think it is. I don't mind what a clients' response is about what 'going into a trance' is I just accept what they say and use it to help them become more absorbed and then comment on real observable facts that are taking place and link these with going into a trance (like when someone blinks, moves, what they can hear, noticing when they defocus their eyes, noticing when they get nervous etc.).

People can be hypnotised without any understanding of trance or hypnosis by using natural trances to hypnotise them. So asking a smoker about smoking and getting them to become absorbed in explaining about this, or asking someone what they do for fun, and then letting them become absorbed in the experience they describe.

The most important thing to remember to be able to hypnotise anyone is to accept that 'whatever the client does is THE RIGHT WAY to go into trance'. All you need to do is make sure you are a part of their experience whilst also making sure you keep out of it enough to let them become absorbed in the experience (so not

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talking too much, giving them time to become absorbed, talking with a tone of voice that can just be in the background of their experience - like a deeper relaxing voice, feeding back what they say as commands about their experience, bringing any 'past tense' talk about an experience (that is being used to induce trance) and making it present tense.

## **How does confusion work in hypnosis & wouldn't confusing someone bring them out of a trance?**

In all my inductions I use confusion. Each trance has a different quality and many trances at once have a deepening effect. If confusion is done well it won't bring clients out of trance it should deepen their trance. Doing too much confusion can cause irritation which may bring them out of trance. For example if you just use a few small sentences throughout your induction it will work best (like saying 'and I wonder whether the right hand left right there is more relaxed than the left hand that is right over here or whether the left hand right here is more relaxed than the right hand that is left right over there...')

If you are covertly influencing someone it is useful to use confusion subtly. If you did a shock induction they would know you're trying to do something to them so they are not likely to respond to it well if they don't want to be hypnotised. If you do a subtle handshake induction as you are talking using hypnotic language this is likely to be more covert and the handshake is physically confusing and trance inducing. What makes the most power is grabbing attention. This is what a handshake induction does, but you could also just look at the person and talk in a way that makes them get drawn into what you are saying.

## How do you make embedded commands as powerful and effective as possible?

To make embedded commands powerful the most important thing is to do them so that the client doesn't consciously notice and to be consistent with how you do the commands so that their unconscious can pick up on the pattern.

Every person is different. Talking quickly can cause confusion and allow you to embed commands and use language patterns then move on before they have time to analyse it. Or you could talk with a broken rhythm or even just talk 'normally' but add emphasis to the words you want to embed with either a movement, gesture, tonal shift with your voice or any other marker that can be picked up unconsciously by the client.

Directly following a shock induction you want to give clear direct suggestions so using embedded commands isn't often the best approach at that moment because the client will come out of a trance before you've used enough for them to notice the pattern. Following a shock or surprise induction you want to give them an escape from their confusion. To do this you need to give clear suggestions like 'sleep' followed by clear deepeners, like saying 'that's right now just allow yourself to go deeper and deeper into a deep comfortable hypnotic trance...and I don't know how you will choose to go deeper, whether it will be with each out breath or with the words I say or with the spaces between my words...'

## **Why do Hypnotists use the word 'sleep'? And when this word is used during shock inductions why do people drop their heads and go loose and limp?**

Hypnotists initially used the word sleep because they thought hypnosis was a form of sleep as someone in a relaxing trance looks asleep. The actual hypnotic state that is normally induced is like the Rapid Eye Movement (REM) state which occurs during sleep so although for years 'sleep' was used as a metaphor (once researchers realised hypnotised subjects weren't asleep) it now is used by some Hypnotists to mean they want the subject to enter the REM state.

In my opinion sleep is a trance state that is very focused internally with no (or very little) connection to the outside world. It is a state that everyone has experienced and understands and also a state that you can't consciously enter but rather you create certain conditions (like being relaxed) that facilitate the onset of sleep. Which is very similar to people doing self-hypnosis. As hypnosis is induced by a hypnotist they are usually a part of the clients experience rather than normal sleep which only involves the person sleeping. As long as the hypnotist and client keep a connection the suggestions will be taken on board; although in many people this doesn't need to be a strong connection, people respond to TV ads with little awareness or connection to the TV.

The reason subjects instantly drop their head and go loose and limp is because they are following the direct suggestion to 'sleep' at a time when they need a clear escape from confusion. When doing

this type of induction the clients whole body instantly becomes totally relaxed (first stage of sleep) they often go very deep very quickly but as the hypnotist keeps talking they remain a part of the clients experience as the client continues into a dreaming 'sleep'. Dreaming sleep and 'hypnosis' are the same sorts of states of mind. Both have rapid eye movement; it is the state of mind many hypnotists put people in. As mentioned previously there are many trance states like anger, depression, habits, etc... All of which can be induced in the same way just like the typical seeming hypnotic trance. When you fall asleep the reorientation response happens (that falling feeling) this happens when you shock someone, relaxation happens (this happens when you say sleep), then the person goes through a period of non-dream sleep and then into dreaming sleep, then into a deeper sleep (all of which happens during the deepener stage following the shock)

## **If sleep is a trance state does that mean tiredness is a trance state? And do people fall asleep during hypnosis?**

Tiredness isn't a trance. Sleep is (in my definition of 'trance'). Sleep can be hijacked as a hypnotic trance if you can make yourself a part of their experience. It is very rare for someone to fall asleep genuinely during a hypnosis session. Some people may appear to be asleep because they went so deep but they open their eyes as expected at the end showing they weren't asleep, or demonstrate they are following suggestions during the experience. If someone does fall asleep properly they have broken the connection with the Hypnotist so will be unlikely to absorb and integrate any of the suggestions given.



If someone is falling asleep as you are talking with them while they are listening they will be likely to better absorb suggestions but once they are properly asleep they will probably not. It is usually better to do hypnosis when people aren't going to fall in to a deep sleep or when they aren't too tired as if they are their mind uses the time to sleep rather than do hypnosis (it just thinks 'I'm tired and I'm now in a situation where I can relax and take time out so I'm going to sleep'). If this happens it means that they needed sleep and that that was more useful and important to them at that moment than hypnosis. With people with insomnia this is fine and good, if someone with insomnia falls asleep at least they will have had a period of good sleep, and if hypnotised at night or before bed they should sleep better during the night.

## **Why do you ask so many questions during hypnosis & what are you doing?**

Whenever you ask a question the client has to search for the answer to answer they go into a mini trance. This can be utilised and anchored or deepened. People often don't realise that they hypnotise people all the time, even people that are against hypnosis and think it is evil and should never be used. For example if you ask someone 'what do you want to do later?' they go inside their mind to find the answer, this is a hypnotic induction, if you change the tone of your voice you can deepen this natural trance. Likewise you could ask 'Do you remember that holiday last year...?' and again they go inside to get the answer, and again this can be used and deepened by changing your tone of voice and asking more detailed questions so they have to become more absorbed to find the answers, then feeding back some of what they say, and giving them time in silence to go deeper when they are thinking (this is called a naturalistic induction).

## **Are there any other circumstances people naturally enter trance that you can use as a Hypnotist?**

Another thing to use is the Ultradian Rhythm. This is a natural rhythm that has peaks and troughs of activity and rest. The trough is a natural 20 minute (approximately) trance that happens every 90-120 minutes all day and night (during the day these are the times you feel you want a break, or you want to carry out addictive behaviours, or you day-dream more, or feel more tired, or find it hard to concentrate, then during the night these are the times you dream).

Milton Erickson used to have sessions of 90 minute or more so that the client would naturally at some point during the session enter one of these trances and he would utilise it because at these time people are easier to hypnotise as they are going into a trance naturally anyway.

## **Does pacing & leading help when doing hypnosis?**

Yes very easily. That is the idea behind nearly all of the hypnotic techniques, that you want to pace where someone currently is and then lead them to somewhere else. It can go from any point to any other point. The best linguistic techniques for this are compound suggestions and contingent suggestions and presuppositions. The first two use linking terms like 'and, before, during, after, while, as) these naturally pace and lead. The leap you make will depend on

the individual and how big the gap is between where they are and where they want to be. For example in therapy it could be:

‘You’ve come here today to see me (pacing) because you want to see how I can help (leading but still likely to be true so not a huge leap, and presupposing I can help)’

‘And you don’t yet know how I’m going to be able to help you (pacing and presupposition) but you’re probably curious to find out (leading)’

‘Well before I explain how I’m going to help you (presupposition that I will help) I wonder if you can tell me what you would like (linking the being told with getting help)’

In everyday situations:

‘As you go into the kitchen (pacing) could you flick the kettle on (leading)’

‘You appear to want to continue shouting and ignoring me (pacing) and don’t yet want to listen (leading - yet implies/presupposes in the future you will want to listen)’

Many examples specific to situations can be created.

## What are presuppositions?

Presuppositions are just where you imply something without saying it (like saying 'try not to forget what I say' which implies it will be difficult to remember and so probably will be forgotten, or 'have you been in a trance before' using 'before' implies either before the one they are in now or the one they will be going into).

## How does pattern matching relate to Hypnosis?

The mind works by pattern matching. When you enter the rapid eye movement state you update these patterns (learning). Under hypnosis and during sleep and daydreams you enter this state. This allows for suggestions given to be taken on board and used to update patterns. The client does all the work, the suggestion is just to let them know what they need to do then the person's mind makes the appropriate changes.

We all have the skill to learn some things instantly or very quickly, the brain just needs to transfer this knowledge to where it is needed. You can also install a new way of thinking but this takes more integrating as it may not be a natural response. The more that comes from the client the easier it is to make it work and to have it accepted.

## **Can everyone be made to hallucinate or is it something only a few people can do?**

We all hallucinate positively (experiencing things that aren't there) and negatively (not experiencing things that are there) all the time. In hypnosis all that is happening is because it is a focused state of attention it is stronger and more pronounced than in normal waking life, so it is a natural process being enhanced. Like someone not realising they are wearing their glasses, or losing keys and searching everywhere before finding them somewhere they've looked but didn't previously see them, or thinking you've heard someone say your name, or talking about something that makes you scratch (like head lice or fleas) as if you feel something on you. All of these examples are natural experiences of hallucination.

In hypnosis the person has to unconsciously be willing to accept the hallucination. The more covert it is done the better as they are unlikely to consciously resist it if they are unaware of it. To be most effective you need to act as if what you are saying is genuinely true, so if you want someone to hallucinate a picture on a wall then you need to also look at that picture and treat it as real. Some people are excellent hypnotic subjects and will readily hallucinate; others are only likely to hallucinate small amounts without training or experience.

One type of hallucination we all experience every day is auditory hallucination. We all talk to ourselves in our minds and hear our own voice. When you ask people can they 'hear' their own voice when they talk to themselves they say they can; yet they aren't speaking out loud so no sound waves are being created to interact

in the ears to create the ‘voice’ that can be heard; the ‘voice’ is all in the mind.

## **How can you help people to become better at hallucinating?**

It is best to start small and build up and even better to start where they are already hallucinating. Richard Bandler once spoke of telling someone to close their eyes and when they open them they will see a book on the table in front of them. He put a book in front of them, then told them to close their eyes and when they open them the book would be gone. He did this a few times then said when you open your eyes you will see a book in front of you only this time he didn't put a book there they just hallucinated the book there.

Hallucination is easiest if you start simple. If you can get a small success perhaps with something that isn't too outlandish (it is easier to have someone hallucinate something familiar or expected) this can then lead onto something else more complex. You can build on success with further success. After a few successes you can move on to something new or in a different sense system. Each success not only makes subjects more likely to be successful with following suggestions. Each success also deepens trance.

## **How long does it take to learn to hallucinate?**

Some people can take hours, if not week, months or years to learn to hallucinate successfully (they will naturally do it in everyday life but struggle to do it when they know they are trying) this is usually because some people are very attached to reality and don't like anything that doesn't fit with reality. That is why it is easier to make someone hallucinate that an ordinary egg is off (by just cracking it open in front of people and acting as if it is off then offering them a chance to smell it, again once they give a response that they smell it is off then immediately they can be led to 'see' it as being off by commenting on it looking off yourself) than to hallucinate a dragon sitting in the room with the client.

When helping people hallucinate it is important to give them time. Milton Erickson used to say it takes about 20 minutes for a hypnotic phenomenon or post hypnotic suggestion to sink in properly. You also want to prime the idea in advance by talking about natural times they do what it is you are going to want to get, or times other people or yourself have done those things. You want to do this conversationally in a way that seems 'normal'. Priming is laying down a pattern that gets noticed by the unconscious mind to be used later. Then later in the session you can mention these things again and go for creating hallucination (or whatever is being done) and (if its hallucination) have them imagine they can experience that and that when they know they can experience that only then will they open their eyes.

Generally a good therapist is unlikely to risk going for a hypnotic phenomenon without knowing it will work, they will utilise whatever response is given, so if they say look up at that wall (blank wall) and tell me what you see and they say 'nothing' a good therapist would respond with something like 'that's right, you see nothing, you see nothing at all, and you don't even see that pictures right there, you just see nothing...'

That way you are making them think they should be able to see a picture (and now if they do they are hallucinating - many people will, or you can follow up with 'we'll carry on talking and you can tell me when that wall goes back to normal') and they believe they are hallucinating (making it look like you've got success so you are more likely to get it next time), and it causes confusion which deepens the trance and makes them look for a way out of trance.

### **If you try to give someone amnesia does the client forget everything when they come out of hypnosis?**

They don't necessarily forget everything (as with dreaming), but if they are not questioned (which would be like a prompt that they could use to recall what they had forgotten) they are likely to forget most of the experience and over a few minutes of being in a different state likely to have forgotten it all (again just like dreaming).

A part of the reason for this is the idea of 'State Dependent Memory, Learning & Behaviour' (SDMLB). The idea is that what you learn or experience in one state is difficult to recall when you are in a different state. So if you learn something whilst relaxed you may not remember it when stressed. Or if you go out and get drunk you may remember everything the next time you are out drinking but not when you are totally sober.



One way to help people to develop amnesia is to change the topic once they come out of a trance. I like to talk about something we talked about before they were hypnotised. This often has the effect of sandwiching the trance experience as the subject recalls the earlier conversation and links the earlier part and the present part of the conversation together making it difficult for the client to recall the experience sandwiched in the middle.

## **How do Post Hypnotic Suggestions work?**

Post hypnotic suggestions are used all the time in everyday life; drivers see a red light and stop (usually!). Post hypnotic suggestions work by linking two things together like seeing a red light and stopping, hearing a police siren and feeling nervous, or if someone has a phobia of spiders they see a spider and panic.

To create a post hypnotic suggestion you have to be specific making it very clear. Many hypnotists use it for re-inducing trance saying things like 'whenever I say sleep you will drop into a deep and comfortable trance state'. Ideally it needs to be given a number of times, ideally it will be primed in advanced and rehearsed in the mind so that the subject has experience of carrying out the suggested behaviour.

Generally the stronger the emotion associated with the post hypnotic suggestion the more powerful it is. The more covertly it is done the more likely it is to be accepted. And the more 'normal' it is the more likely it is to be accepted. People can easily overrule a post hypnotic suggestion. This is more likely if they either don't

want to feel controlled (like if a hypnotist has said 'you will...') or if it goes against their beliefs or values or just seems ridiculous.

The context has a large part to play in it. For example if a hypnotist give the suggestion to go into a trance when they say sleep, this is likely to only work in the therapy room, not if they meet in the street, or if a stage hypnotist suggests acting like a cow when they hear a certain word it will only work in the stage show where the person accepts it is for entertainment and is OK with the situation and willing to follow along for fun, but these suggestions are unlikely to happen if the subject was uncomfortable with the suggestions or if it was in a different context (like a business meeting the next day).

Post hypnotic suggestion is also a form of anchoring, and you can use anchoring for the same purpose, like clicking your fingers every time someone forgets something, so that in the future if you want them to forget all you have to do is click your fingers.

Mental rehearsal is a form of post hypnotic suggestion. You are having someone rehearse things happening a certain way in certain situations in the future so that entering that future situation triggers the rest of the suggestion and the person increases the likelihood of carrying out the patterned response they have created a template for in their mind. Sometimes you want to focus on just one part. For example say someone wanted more confidence to speak up in business meetings the meetings may always be in different locations so you want something that will always be the same in each meeting that can be linked to the confidence.

People are good at generalising so after rehearsing a few different situations they are likely to generalise to 'any similar situation that is appropriate will trigger that feeling'. To begin with though it is often useful to focus on perhaps the person looking at their watch to get the feeling of confidence, or looking at their pen, or at water (in a glass or jug etc.).

## **Do you have to bring clients out of trance slowly?**

Hypnotists don't need to bring someone slowly out of trance. Some bring people out rapidly, others slowly, the best way is for the hypnotist not to bring them out of trance because the hypnotist should be letting the client finish any internal work and telling them to come back to the room when they have finished what they have to do internally. If the hypnotist brings the client out when they decide they are likely to be less successful.

If you have taken someone into a trance that has stages it is preferable to bring them out back through the stages in reverse order as it can cause confusion (not positive confusion) and leave them in a state of mind they should be in if you bring them out at the wrong time (this will pass but imagine someone has regressed and believes they are a child and rather than integrating them back to being an adult in the here and now they may come out believing they are a child and have no memory of modern technology, or understanding of how to use it etc., or be able to drive safely etc. This would be an extreme and unlikely event but it's better to be safe and avoid any likelihood of something like this happening.)

You want to make sure before you bring subjects out of trance you've completed all patterns they have open. So if you did an induction where they walked down steps into a garden, through the garden to a secret garden, down more steps into a forest, through the forest to a beach, did the change work on the beach, you want to take them from the beach, back through the forest, up to the secret garden, then to the normal garden then up the steps to waking up.

Or if you had them in a trance (perhaps from a rapid induction etc.) once any patterns or phenomenon you created has been closed you may say 'and in a moment I'm going to click my fingers and when I do you will have finished all the internal work and will come back to the room feeling awake and alert' then click your fingers after a few moments. (I personally wouldn't usually want to be this direct).

The best way in my opinion is still to tell them to open their eyes when all the work is complete (and if there was a 'way into trance' then tell them when all the work is done you can – for example – head back from that beach, through the forest, to the secret garden, into the normal garden, up the steps and then open your eyes and come back to the here and now). That way you are making sure the job is done and they have agreed it is done by opening their eyes (you want it to be when their unconscious lets them know the job is done, not just consciously deciding to open their eyes). Sometimes it could take 10-20 minutes or more before they open their eyes with you just sitting in silence waiting.

Sometimes as a therapist you are time limited and don't have time to give people all the time they want to take to exit trance. As people often find being in a trance such a pleasant experience they

can be very willing to remain in trance for some time. If you are time limited then the best thing to do is to say something like ‘Over the next 3 minutes you can take all the time that you need to complete all that internal work before coming out of a trance’. This then allows the client to use time distortion and in the same way that a 5 minute dream can seem like it went on for hours or even days so the client can do the same over the 3 minutes in trance.

## **Are deepeners to help subjects relax more? Why are they used?**

A deepener has nothing to do with relaxation necessarily. It usually causes relaxation as the person goes deeper and stops focusing on external reality including their own body. Any time there is movement in a direction it causes deepening. It could be walking along a beach, through woodland, down steps, etc. The brain works metaphorically very well so any metaphor for deepening works well. If it is steps or counting down then the fact that it involves downward movement implies deepening. If someone is told ‘go deeper and deeper with each step you take’, and is imagining walking along a beach then they will go deeper with each step along the beach, the same with counting. Likewise with an elevator, if they are told ‘you can go twice as deep with each floor you reach’ means that as they imagine reaching each floor they will also be going twice as deep. What is happening is linking one thing with another (stairs or elevator etc. with deepening trance).

Transitions can also be used as deepeners. Any time a transition is made the trance deepens. So if someone imagines walking along a beach, then sees a mirror and steps into it they will be deeper in trance.

A deepener isn't about having the person relax more. It's about having the subject become more absorbed in the experience. If you deepen using transitions then each 'level of trance' can be sandwiched or compartmentalised and made difficult to recall from other levels or from wakeful awareness.

## **Are there naturally occurring situations or states of mind that can be used to hypnotise people?**

Laughter can be used as a trance induction but if you suddenly changed to saying hypnotic things the person laughing would probably snap out of it and ignore it as they may not want to be hypnotised. Pain is another trance that ambulance crew often use because when someone is in pain and someone dressed as an authority figure (ambulance crew, doctor, nurse etc.) is there they can get your attention (as people often willingly give the attention to them in such circumstances) and stop excessive blood flow by suggesting it, or make the pain less by suggesting this will happen.

## **How do you let the subject know what you mean when you say you will be talking to their unconscious mind?**

You would need to explain what you mean, or ideally talk in terms they do understand like saying 'you know when you have a fly come at your face and you instinctively swat it away with your hand, well that part that instinctively knew to do that is the part we want to work with here', or 'you know that part of you that stores

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all of your memories, that part of you that instinctively ties your shoelaces without you having to think about it, that is the part we want to work with here' or just explain 'the unconscious part of you is the part of you that control your immune system, that is aware of everything you've ever learnt, it is the part of you that controls your breathing, your heart rate, your blood pressure, it is the part of you that does things automatically, like walking, talking, driving a car .... Etc...'

It is important that the therapist is working with the unconscious mind but the client doesn't consciously have to know that. If you use the term unconscious they need to know what it means though.

## **How does the dreaming brain and metaphor help with therapy?**

The dreaming brain works completely in metaphor to update patterns so metaphor is an excellent way of working. The brain takes all the patterns in the metaphor and looks at how it can apply them to the current situation. A demonstration of how the brain is always searching for patterns in a metaphorical way is how we all see faces or animals etc. in clouds even though they aren't really there. You can help people metaphorically through task setting for example setting a client the task of climbing a mountain and telling them it has great meaning and will teach their unconscious mind how to overcome their problem but they don't have to know how. The person will then climb the mountain and their unconscious mind will find the answer from the metaphorical task.

I helped a person with an identity problem; by just talking about gardening (it took 15 minutes and no formal hypnosis). I helped someone with a flying phobia by talking about a picture of a toy airport they were looking at (again it took 15 minutes and no formal trance)

## **Isn't the idea that people can heal themselves rubbish?**

My view is that some claims are over exaggerated or untrue but the idea that people can heal themselves is nothing mystical or rubbish. Your own body knows how to heal itself when it gets cut, or can learn to fight infections. Part of the problem is that hypnotists often try to make it seem like 'they' are doing something 'to' clients. It isn't the hypnotist 'doing' anything. It is always the client that is in control. With healing it is the client speeding up their healing abilities (just like if you imagine white blood cells in your body multiplying and fighting infection your immune system boosts).

Research shows that our genes aren't 'static' as they used to be thought to be but turn on and off. This process is called genetic expression. This can't be done consciously, only unconsciously so in some cases with placebos that work the person is changing at a genetic level (changes in expression, not changes to the genes; it's not mutation but switching on or off of certain genes) which probably explains some of the cases of people getting better with placebos from problems like cancer to genetic 'incurable' diseases. Really any healing that takes place whether it is epigenetic changes or just hormonal or chemical changes is happening from within the client in their own way.



## **How do you get someone to go along with post hypnotic suggestions?**

You have to be specific about what the circumstances are that trigger the post hypnotic suggestion. If the person is willing to go along with the suggestion then when you suggest it under hypnosis it is very likely to happen, likewise if you covertly suggest it they are likely to do it if they don't mind.

As with all hypnotic responses clients always have the choice of whether they are going to follow suggestions or not. The more a suggestion is in the best interest of the client the more likely they are to accept it.

## **Is it really possible to make yourself invisible to a subject under hypnosis?**

Yes, the more hypnotisable someone is the easier this is. The famous Hypnotherapist Milton Erickson experimented with blindness and deafness induced by hypnosis quite a lot. It is possible because it is natural. At parties we 'zone out' other voices to better hear the voice of the person we're talking with (so we have knowledge of how to selectively hear). To cope with the world around us we distort and delete information that comes into our senses so that we don't get overwhelmed, an everyday experience is walking past someone you know and not noticing them even though they were in your field of vision. As with eliciting any hypnotic phenomenon you want to suggest an end to the

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phenomena before bringing them the client or subject out of a trance, or make it clear when it will end or exactly when it will occur.

With many hypnotic phenomena like 'blindness' the unconscious mind can just stop firing signals either between the source and the 'receiver' (like between the eye and the brain) or between where the signal is received and the area making it conscious (this is often the way it happens so that you're unconscious can still safely monitor but you have no conscious awareness)

## **If I'm listening to a hypnosis CD or MP3 and I fall asleep will it still work and how effective are commercial hypnosis tracks?**

If you fall asleep you would probably lose connection with the track and not take on the suggestions or ideas. Generally CDs need to be made to suit a wide audience so they are less effective than 1-1 working. If it does work for someone (when they have only listened to it while sleeping) I would say they probably are having a placebo response, which is fine because it is just the power of their mind doing the work, which is what you want. The difference is they are doing it because they unconsciously believe it will have that positive effect. Alternatively it could be coincidence that the person is sorting things out and worrying less or the problem is no longer a problem (like if someone is depressed following a relationship break up but is now getting into a new relationship).

## **I don't think I'm hypnotised when I listen to hypnosis CD's, they tell me to go deeper but I don't feel that it is working?**

Many people don't realise they are or have been hypnotised. Going 'deeper and deeper' doesn't necessarily feel like anything, likewise relaxation isn't necessary for hypnosis. It is all about focus of attention and whether the listener is paying attention and doing what the hypnotist says, or just listening but expecting the CD to 'do' something to them (many CD's tell people to do things, like imagine certain things, or count, or follow a process, if the person doesn't do these things they are likely not to benefit, for example I have made a number of phobia treatment tracks and if someone does the techniques on the track they are almost certainly going to get over the phobia. If they just passively listen they are unlikely to see any positive changes). As long as you are following along and engaging with the track you are likely to get some level of results.

## **I can't visualise in hypnosis?**

Everyone vividly visualises when they dream at night so we all have experience of this. Most people can't consciously visualise. If someone tries to visualise the harder they try the harder it will be because it isn't a conscious process. I've never seen it as a huge problem; you work with what you've got. ALL people with phobias or people that get anxious or depressed easily can visualise very well and also generally make excellent hypnotic subjects because they can change their reality so much. Worrying is vividly imagining the worst so realistically that it creates anxiety or depression. Phobias and post-traumatic stress disorder are maintained by vividly being able to imagine what scares the person.

As a Hypnotherapist one way round whether someone can visualise or not is to ask 'just get a sense of...' or 'just imagine...' without immediately trying to have someone visualise. To increase visualisation it is best to get them absorbed in a conversation during the induction and keep asking for more detail by showing curiosity. The only way someone can answer sensory based questions is to visualise it/hear it/feel it in their mind. If I were to ask you to name the colour of your front door you can only answer me by visualising the front door and seeing the colour.

## **If someone wants to forget a person or specific events because of a relationship breakup is it possible?**

It's not so easy to make people forget specific events in a simple sense. If you asked someone to recall it most people would search and find it. You can get rid of emotion so that events don't make you upset (or happy even). You can change an emotion so they see an event positively (whatever this would mean whether that would

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be 'happy' or just that when they think about it they have an awareness of what they have learnt from it)

People already forget events (for example; what did you eat for dinner 263 days ago?) If there is no emotional attachment and very few links to a memory it is harder to recall so if it has little significance it is more likely to be forgotten but it could still be possible to recall it at some point.

It is important to note that every time a memory is recalled it is altered. For example if you are thinking of a happy memory but feeling depressed the memory won't seem so positive. If you are happy and thinking of a negative memory it won't seem so bad. If someone questions you about the memory; for example they are sure something happened in a specific situation; even if it didn't happen you may begin to make what they say a part of the memory.

## **How can I tell if someone is likely to make a good hypnotic subject, do I need to do suggestibility tests?**

To tell if someone is likely to make a good hypnotic subject you want to look for trance signs. So if you are working with a group and you need a volunteer you would call up someone that is demonstrating these signs. If you are doing one to one therapy then you would start hypnotising the client once you start to notice these signs. 'Trance ready' subjects are likely to have wide pupils, very

little body movement, they will be following your lead, and agreeing a lot. All of this is observable without needing to do any suggestibility tests.

If you want to also see how well they are currently responding you can talk about things that have 'hidden cues' like talking about 'heading down' and perhaps lowering your head a little as you say this. Or talk about 'putting the brakes on', or 'scratched the surface'. All of these will lead responsive subjects to respond with ideo-motor movement, either head lowering, head moving slightly forwards or backwards, or scratching. You can also ask a question you don't want a verbal answer to but one that would give a 'yes or no' response and look for signs of head nodding or shaking.

## **Is meditation a trance state or hypnosis?**

Meditation is a trance state, there is really no 'hypnosis' state as such, some states are more commonly induced than others but hypnosis is just about focusing and absorbing attention. Meditation does this by absorbing all of the attention on 'nothingness' or 'loving kindness' or on breathing etc...

## **Do affirmations work?**

Generally affirmations have been shown to not work very well or very often because you have to believe it. If you say you are getting happier each day but don't believe that it will work then it's not likely to do so (if someone believe it will work they may have the placebo effect and get benefit).

Better than affirmations is building up a 'craving' for a future way of being, so using the same example of being happier I would have them get a sense of that on a TV screen, then after watching a movie of a happy person then restart the movie and this time have them be in the movie making it a part of their future, this will make it more likely to happen. This can be put in at a timescale that works for the individual.

Positive internal dialogue is effective; like challenging your own thinking and thinking something more constructive but it has to be something true and something you can believe in. Likewise if someone built up the feeling of happiness by perhaps recalling happy memories and whilst feeling happy they said the affirmations they are more likely to have success because they are in a state of mind where at that moment at least they are being honest with themselves.

**How can it be possible for someone to instantly become hypnotised when the hypnotist says 'sleep'? You don't see people instantly responding like that in everyday life?**

People can get angry instantly, or can laugh instantly. All that is happening is a trigger is putting someone in a state associated with that trigger. Some people can even fall asleep instantly (normally it takes about 14 minutes on average). The thing with a person dropping into a deep trance when a hypnotist says sleep is that like with real sleep the person can fight it and ignore the suggestion, and even if they follow the suggestion if the hypnotist doesn't keep their attention the person may just open their eyes or do their own thing in their mind, or even just fall asleep properly and lose connection with the hypnotist. Milton Erickson used to say that the hypnotic relationship is one of the most fragile states/relationships someone can get into. You really do have to be totally involved in the experience.

Just because someone can be hypnotised instantly they can still come out of it anytime and if it isn't deepened instantly they may feel it is odd they suddenly went into that state and snap out of it. Everyone has had the experience of falling asleep and noticing their head suddenly drop as all their muscles relax, especially when they are tired.

**Does telling metaphors, stories or analogies really work?**



Yes, metaphors are probably one of the most powerful techniques. There is the story of Milton Erickson teaching a boy that used to wet the bed about muscle control by talking about baseball (which is needed for baseball and controlling the bladder). Ideally the story or metaphor will be something that will come from the client and something the client can relate to. The story needs to be absorbing and acceptable.

## **Do you really have to pay attention to the words you use and how you say them?**

Generally once someone gives something thought and thinks they will fail they probably will, likewise if someone thinks something will be difficult it probably will be. So if you are telling someone to 'try' to do something you are implying it may well be difficult which then gets conveyed to the client.

Every word said is always processed unconsciously first, as is every experience you have. You always need to be careful what is said. Many people don't pay enough attention to what they say and how they say it. You want to say what you want ideally not what you don't want.

If you use negative words or phrases ideally this should be done minimally, when you use a negative the brain usually can't process it so effectively because it tries to create an image of what is said so if you say 'don't think of an elephant' you make an image of the elephant you're not supposed to see, if it is said as a small part of a larger process it may not have too much negative effect on the

overall process but generally it is best to keep this kind of phrasing minimal.

If you want to use the negatives it is best to use it for a specific purpose. For example if I say 'don't put your arm down until...' I am using the negative to imply the arm will be cataleptic and stay up for now. I would rarely say 'you can't...' or 'don't...' unless I was using it to make someone think of what I'm saying not to think of; or using it to imply something (like an arm remaining cataleptic in the air and levitating).

## **How many repetitions do you need to do to make anchoring effective?**

The stronger the emotion the fewer repetitions are needed. Phobias can get anchored in one incident due to the high level of emotion. Normally you want two or three repetitions to begin to set the anchor well. Embedded commands are anchoring; you are marking out the commands or suggestions in the same way repeatedly often with a low emotional intensity. Over time the client unconsciously recognises the pattern and so begins to respond to the suggestions or commands and if in the future you use the same pattern with that client they will respond again straight away.

Advertising is another form of anchoring. You watch the adverts repeatedly; they generally have a low emotional intensity so it takes many repetitions to become effective. Anchoring is a very commonly used technique all around us. All an anchor is; is a stimulus that leads to a response. So if someone puts their hand out to shake hands you don't think about what to do; you just respond

to this stimulus by responding with a handshake. When you see a red light you stop. We run our lives on external stimuli or internal thoughts triggering specific patterns of response; and the more emotional the ‘anchor’ was when it was set the more ingrained it will be and the harder it will be to break. Likewise if the anchor has been reinforced hundreds of times (like with addictions) it can become difficult to break.

## **Is any sensory system better than any other sensory system to use for anchoring?**

Any sense system will work for anchoring. The important thing is being consistent. When you see me using embedded commands I am anchoring using my voice and moving my head so I am using visual and auditory. I rarely use touch because the situation has to be right to be able to touch people in an acceptable way.

No sense really is weaker or less effective than any other. Sometimes auditory can be better to use because most people notice less, rather than touching which may be too obvious, especially when hypnotising experienced hypnotherapists or NLP practitioners. And visual can sometimes be more obvious; although it can be done very covertly still.

## **How can you make someone more likely to follow your suggestions?**

You can slip in suggestions following something confusing or a pattern interrupt, this works because once someone is confused or has their flow of thought or behaviour interrupted they want something solid to follow that will allow them to 'escape' the confusion. A good one is getting someone's attention then saying 'forget it!' (For example if someone was saying something; or doing something you wanted them to stop)

One idea I used with a noisy neighbour when I needed quiet so that I could study that used to turn music up when you asked politely for them to turn the music down was to say:

...Don't turn your music down just yet (negative so they imagine turning the music down, using the word yet implying at some point in the future you will, lowering tone of voice & quieting voice to embed 'turn your music down'), I like this song so can you not turn it down for a few minutes just so that I can finish listening to this song before carrying on quietly with my studying, (again embedding 'turn it down', using negative so they imagine turning it down, but as with before it sounds less like you are asking them to turn it down, using 'for a few minutes' to put a time frame on it, embedding 'carrying on quietly')...

If a bit more is needed then I would find ways of calmly embedding more similar suggestions and ideas, and presuppositions and double binds. I would also be doing this sort of thing on everyone around me in every interaction I have so that this would be just a small part of 'normal' conversation that people have with me. This way everyone is used to my patterns and used to responding to them so I can say less when it is needed and have the pattern responded to quicker. Otherwise you may have to repeat

embedded commands a few more times than this so that they recognise the pattern on an unconscious level and respond.

## **When someone is given amnesia is what they have forgotten totally cleared from the subjects mind?**

It is always in the unconscious, you can only forget consciously, forgetting is a conscious experience as awareness is a conscious experience. If you directly suggest forgetting it will be unlikely to be forgotten unless they are happy to do so because they are aware you want them to forget. It is always best to let the clients unconscious decide what should be remembered and forgotten and give suggestions and ideas for amnesia covertly, like saying 'it can be like waking from a dream' (we forget our dreams - unless we consciously try not to, or always analyse them).

They may well not forget, the most important thing is not to overtly probe to see if they have forgotten, and to ideally induce amnesia covertly.

## **Can people talk and remain in a trance?**

You want to induce a suitable trance so if you want talking in trance ideally have them talking as they enter trance or else they may have their jaw too relaxed and struggle to talk, or you have to suggest that you will be wanting them to talk in a while and to prepare for it before you actually ask for it.

## **I sometimes find I don't know what to say and so end up being silent. Is this a problem for the client?**

I sometimes won't say any words as I want the unconscious mind to do the work not the conscious. As long as there is a connection between the two (hypnotist and client) they should respond fine. If you said 'in a moment when you go into a trance you can make all the necessary changes and remain in a trance until all necessary changes have been made...' You could probably not need to say anymore just sit quietly with the client. The actual mistake most hypnotists make is they talk far too much and they read scripts and just talk continuously at a client without giving the client space to do their own inner work. It is the periods of silence that allow the client to go deeper into a trance and to do uninterrupted internal work.

## **Do pattern interrupts and confusion that are used in hypnosis happen in everyday life?**

When we learn we all go through a stage of feeling confused and overwhelmed before getting an 'a-ha' moment where what we are learning suddenly makes sense. Every time you pay attention to

something new you fire the reorientation response, meaning you are subtly using a shock induction on yourself, likewise pattern interrupts happen all the time (getting cataleptic in a cinema because something on the screen suddenly got your attention while you were putting popcorn in your mouth). In conversations people regularly interrupt others that are talking or thinking about something making them either forget what they were previously talking about or making them think/talk about something more beneficial and helpful. If you give someone lots of information or rapid information, or overload them with too much to follow you cause confusion, when you summarise they are more likely to remember the summary because it was their escape from confusion. Politicians do this all the time in interviews and in front of groups. This is a useful way to induce remembering.

## **I don't understand how metaphors, stories or analogies can help people?**

A metaphor is just a pattern or template that can be taken by the unconscious mind understood and used. It's about using the clients' language. The unconscious mind of the client doesn't necessarily interpret the content it takes the raw patterns from the metaphor and sees how this applies to the current situation.

## **How does asking a client to imagine stepping into someone else's body work?**

Going into someone else's body works by allowing the mind to experience the patterns. When you see someone do something you unconsciously do it as well (because your mirror neurons fire making you do it subtly, and you can't stop this happening), so when you watch someone do something you are learning on a physiological level without even knowing it. If you become associated into the experience in your mind so that you are seeing through the eyes, hearing what they would hear, feeling what they would feel, it amplifies the experience so you learn even better and lay new neural connections down associated with this learning. The important thing is for the unconscious to be doing this not trying to do it consciously. Our natural way of learning is to imagine how someone else does or is doing something then to do it ourselves.

## **How do you make someone have a transderivational search? I hear lots of hypnotists talking about it but don't really understand how it is done or why?**

Transderivational searches happen naturally, if I start talking about my mum you start thinking about your mum, we all search for how something relates to us. This means that you can seem to be talking about one thing but in fact are actually making the client think about something related to it. For example if I talk about my brother that is two years younger than me, and when he was 6 he used to really irritate me. If you have any siblings you will now have been thinking about them, the age difference, undergoing regression as you imagine you and your sibling(s) at a younger age, at that younger age your thinking and willingness to imagine and stretch reality was greater so while you are thinking that way you are now more likely to be willing to experience hypnotic phenomena etc., assuming you were healthy at that age you would

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also begin making physiological changes so your body and face may begin to look younger, your immune system will improve in efficiency, you are likely to be more full of energy, you also have better access now to other memories of that age, or of childhood, etc.

If you want someone to laugh you may well talk about an experience in school where you found you couldn't stop laughing, and the harder you tried to stop the more difficult it became... If you want someone to learn something well you may well talk about scientists (generally, research show if people talk about a 'stereotype' generically it give the person more of the traits of that stereotype, if you talk about a specific person that is the ultimate example of that stereotype you have the opposite effect. So talking about Scientists makes the listener smarter, talking about Einstein makes them do worse on IQ tests) this is because they go on a transderivational search for meaning and internalise what is being said.

Transderivational Searches can be initiated by asking questions (making the person go on the internal search), or indirectly as mentioned above (talking about something so that the person goes on the search without realising it).

## **Does hypnosis work with children?**

Hypnosis works much better on children as they are more willing to stretch reality. Children often have imaginary friends and play games showing use of imagination. With all hypnosis you just use

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the language of the person you're working with so that they understand what you are going on about so you have to communicate in a way the child can understand.

Children are more willing to accept suggestions and to go into a trance, very often you just have to ask them to close their eyes and they will willingly follow what is said. They can generally do many hypnotic phenomena easily.

**I don't have many people to practice on and don't feel confident enough yet to have clients; do you have any ideas for how I can get some practice?**

You can look at setting up a practice group in your area. You can also practice in everyday situations. I practiced for years in meetings, at school, on public transport, in shops, in restaurants and libraries etc. Anywhere where there were people I was practicing.

I would practice influencing people without their knowledge; I'd stick to just one technique at a time and master it before moving on. I would watch TV (especially anything real) and notice what I can about the language people use to influence others, what metaphors they use, their non-verbal behaviour, eye-accessing cues, breathing patterns, and any other patterns. I would watch how people interact and see what I can learn about what is really going on rather than just what people are trying to demonstrate is going on.

I would watch people in rapport and see what I can notice about them. I'd watch people and think 'right today I'm going to watch for people using embedded commands' then the next day I would pick a different thing to look out for. I would do the same with hypnotic phenomena; I'd look for when people seem to have hallucinated, when they have amnesia, when they have time distortion, when they have pain control. I'd look for what I notice that lets me know that they are experiencing these things. I would again only focus on one thing at a time.

I would practice hypnotising everyone just with my breathing, so that I start off breathing the same as someone and in the same way as someone, then after a few minutes would begin to change my breathing to see if they begin to change theirs and when they do I would begin to put myself in a trance and they would follow me into a trance and close their eyes and appear to fall asleep. (This works even when you are only in a person's peripheral vision). I would do the same with blinking, match their blinking and then lead it so that after a while I can close my eyes and their eyes will remain closed. I would practice obsessively, doing far more than just what is written here, these are just some ideas you can do as well.

**How do hypnotic suggestions work to make it seem like something is happening against the person's will if it isn't possible to make people do things they don't want to do?**

The suggestion needs to be accepted unconsciously. Many people focus on how the client needs to believe it is going to work, which

to a very large extent helps, but more importantly they need to respond unconsciously and accept the suggestions unconsciously. The person consciously will believe they are really trying to move their legs, for example, but unconsciously there will be no effort to try. An example of this is if I tell you to now CONSCIOUSLY lift up your arm. Where you have to really think about what you have to do to make that happen. It can't be done because we don't remember how to do it consciously, we may think consciously about what we want to do (Like lift up my arm) but then it is our unconscious mind that moves all the right muscles to make that happen.

If you can get someone to unconsciously accept an idea or suggestion it will seem like it is against their will because they will consciously be trying to stop it, but in reality they accepted the suggestion. Involuntary or ideo-motor movement happens all the time people gesture as they talk without doing it on purpose, they move to remain comfortable, to scratch, to remain a part of reality all without deciding to. If you hijack something that it already happening it works best. Like noticing something involuntary and anchoring perhaps by saying 'that's right' or 'mmm' and perhaps later suggesting 'that's it, that movement can continue in its own way for a little longer' and then constantly building on it.

## **Do you have to tell the client what to think when you are hypnotising them?**

People internally always create images, feelings, and sounds in their minds based on what you and the client are talking about or what they are hearing you say. It isn't necessary for the hypnotist to

control what the client will think just give them the direction the thoughts ideally should be in.

For example if you talk about a beach and mention the senses framing your comments as having curiosity about what the sea looks like, sounds like, smells like, etc. then they will focus on this information without you needing to tell them what it should be. If you were to tell them what it should be and you were wrong because they had different ideas then you are likely to be less effective.

## **Why do hypnotists use the imagination to help people overcome problems rather than logic and rationality?**

Imagination is more powerful than logic and conscious thought. If someone is walking along a metre wide path on the ground they are fine. Raise that up between two skyscrapers and they panic and wobble because they imagine they may fall even though they know logically they can walk it safely and easily.

There are many things we can know and understand but still find ourselves powerless to overcome them. Addictions are something we often know are bad for us, we know why, we know we should stop, yet our imagination gets the better of us. This is the same with people that worry excessively. On the positive side we can use our imagination to imagine different responses or different thoughts. Our mind and body responds to the imagination the same as it does to real situations so if you are in a scary situation you will get scared and respond in your mind and body to that situation. If you

imagine a scary situation you will have the same mind and body response.

So when you use the imagination you can learn things like new responses as if you really were in a situation responding in that way. A study was done where a group of people were asked to practice basketball. One group saw how to throw the ball in the hoop correctly and then just imagined they were doing this. The other group practiced with a real ball. The group that imagined practicing did better because they only taught themselves the correct way to throw the ball, the group that practiced for real made mistakes as well as getting it right. In reality the group that would do best would mix both mental rehearsal and real practice so that they can have a feel for what throwing the ball is like but they will then be doing more correct shots than incorrect shots.

## **For placebo to work does the person have to believe it will work?**

Recent research shows that Placebo works ONLY if the unconscious believes it will work, it doesn't matter if the person consciously believes it or not. The only time conscious belief helps is if the person can feel the problem, like if they have pain. But then using brain scanners (fMRI Scanners) they found that using conscious belief to make the placebo work accessed a different part of the brain and different processes and wasn't as powerful or effective as when the unconscious believed the placebo. With conscious belief the person used their own mind body processes to replicate a healing process (for example taking morphine to reduce pain, if this is a placebo the person consciously believes, they will release serotonin, endorphins etc. to stop the pain). With unconscious belief they responded as if they really were

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responding to the treatment (for example taking morphine the client would respond on a mind and body level as if they have taken morphine even though they haven't. It would be faked by the mind using different processes).

## **You often seem to work without getting much information or seeming to do anything, what are you doing?**

My most common way of helping people is to use ideo-dynamic healing (something I called psychocellular healing). This involves asking the unconscious to give a sign to say it is willing to work on the issue, a sign when it starts and a sign when it has done. I often reinforce this a little with a metaphor if necessary if I think they may need a few more patterns. Most of this then comes down to observation of these signals and acknowledging changes that I observe taking place (by saying 'mmm' or 'that's it').

In the old days I used to use more guided imagery and embedded commands and other hypnotic language, but now I'm beyond that and what I usually do looks nothing like people imagine hypnosis to be, and it can look like I'm doing nothing (but in fact I am closely observing the client while they do all the work on an unconscious level. This approach also leads to less resistance).

## **People say Barack Obama uses hypnosis; do you think this is true?**

His speeches are loaded with hypnotic language, as are the speeches of every leader. I am just writing a book on 'learning hypnosis from the masters' where I am revealing the hypnosis used by Jesus, John F Kennedy, Mandela, Mother Teresa, Abraham Lincoln, Martin Luther King, Tony Blair & Barack Obama.

When you watch and listen to any of these people speak (those that there is footage of) you can notice that they use spatial anchoring, analogue marking, embedded commands, double binds, contingent and compound suggestions, nominalisations, metaphors and many other conversational hypnotic techniques.

## **What happens to changes clients make while they are in a trance?**

Changes that happen in trance will continue if they are accepted by the client unless they are suggested to stop. If something happens as a post hypnotic suggestion, whether it is pain control, suggesting that at a specific time the sense of relaxation will return, for example; when the person acts on this they go back into the same state of trance as they were in when the suggestion was given. If this new trance is interrupted they remain in trance and it can be utilised.

## **Is the catalepsy you see on stage hypnosis shows real and can people really experience catalepsy for long periods of time without aching?**



I've had people with arm levitation for over an hour without discomfort during or after. Depending on how it is done will depend on whether it feels tired or aches. Mostly it comes down to how much conscious awareness the client has of the cataleptic part of their body. The more aware of it they are the more they are likely to have aching.

The 'stiff as a board' stage hypnosis catalepsy is real, the volunteers whole body does become stiff, it's not safe really as it can cause problems some time later especially if someone walked on them or sat on them. They can feel fine at the time but occasionally people have ended up with injuries (often from a poorly done version) we all get catalepsy all the time in different muscle groups, it keeps us standing and it keeps our head upright. These are just extreme versions using trance to enhance what is already there and to have it happen throughout the body not just in one area.

## **How would you get someone to carry out hypnotic phenomena?**

How I would approach it would be to initially use metaphors and tell stories of real times they have experienced the phenomena you want to elicit. To get the best chance of success I feel you should always prime what is to come so that on some level they are prepared and understand what is expected of them. After metaphors I would have them go deeper into their mind and have them see them experience the phenomena then actually experience it in the mind, then after a while of letting them be in a trance planting the ideas and having them absorb the ideas and prepare themselves to

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experience the ideas presented I would have them carry out or experience the phenomena.

If the idea was for them to carry out phenomena in a future session I would give post hypnotic suggestions which gives more time for it to set, then I would test for the phenomena in the next session. The more indirect and covert you are the better as you can do more and have it not noticed, and you can check indirectly as well.

**I've seen people being made not to be able to talk, and then made unable to say their name, how is that possible?**

I've done this many times. You can even do this with surprise. First time I did it was by catching someone unaware and being very direct and saying in a very assertive tone 'open your mouth, wider, wider, wider, even wider, come on open your mouth wider, that's right, and just open that mouth wider and wider, really lock that jaw in place, can't you open it wider, come on lock it open wider and wider, that's right, and as that mouth locks open you can't say your name because your mouth is wide open, you really are unable to say it while your mouth is locked open, all you can do is keep it locked open (obviously the whole time you're being congruent so you are also opening your mouth and acting like it is getting stuck open etc.) and you don't have to worry about the tongue going numb just focus entirely on seeing if you can keep your mouth open. This focuses their attention on keeping the mouth open but also implies the tongue will be going numb. This had the person not able to close their mouth, but then not able to say their name and then not able to remember their name. (Notice how each of these builds on the previous one being successful)

## **I have heard hypnotists say that physical activities like jogging or marching, or playing sports are trance states. Is this the case?**

They are trance states, carrying out these activities absorbs your attention and if they are caused by someone else they can make people suggestible (look at Hitler, he got people marching and built up their emotional state which made people very suggestible). Lots of recent research has shown when people are all doing the same thing they all become synchronised like a pack and put the pack first and behave how the pack expects (because they are all 'connected' or in rapport and more suggestible, other examples are protests turning to riots and football hooligans). People in these

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situations respond in ways they usually wouldn't do in everyday life, and can even (due to peer pressure) end up following suggestions and doing things they wouldn't normally do...

## **How can recalling physical activities or sports be used as a hypnotic induction?**

When jogging for example, most people take long deep breaths, this could be suggested as they imagine jogging so that you can begin to link the imagined experience with the current on-going situation. So you can use the clients' experience of jogging as an induction and you can include all the senses and link the movement with becoming more absorbed in the experience, and the journey they are jogging as a journey deeper into trance.

This can be done with any sport or activity. You can talk to the person about the activity and ask them to describe it to you, and ask them for more detail and ask for sensory specific information so that they have to pay that internal experience more attention to answer the questions. The more attention they pay to that internal experience, the more absorbed they will become and the deeper they will be going into a hypnotic trance.

## **If someone meditates can that be used as a hypnotic induction?**

If someone meditates then that can be used as a hypnotic induction. If they are an expert you don't even need to deepen it, you just want

to make sure they keep a connection with you (normally they will in an Hypnotherapy session as that is what they are there for) this can either be implied because you are talking so they are listening, or if you're going to talk less then you can suggest 'and my voice can go with you' or any other similar comments to suggest to the client that when you talk, wherever they are in their mind, they can listen and respond to you.

## **Is it possible to hypnotise someone just by talking to them about trance states?**

Yes this is a technique often used by Ericksonian Hypnotherapists. One common version is the 'my friend john' induction where you describe a friend that has been into trance as a way of putting the client in front of you in a trance. Generally it's best not to use driving or anything that is best not associating with closing their eyes in future situations (the real situation may trigger the trance the hypnotist induced which may have included closing the eyes, now making driving dangerous!).

Erickson used to say he would just talk about every day trance states and watch the person go into a trance. The advantage is that the person isn't likely to resist because you're not saying that you are hypnotising them. When you are doing this type of induction you want it to be vague but descriptive (only say what you 100% know they are experiencing, or can experience. For example saying 'soft lashing water on the shore' may be wrong and not match the clients' internal experience, saying 'and I wonder what the water looks like? Whether it is gently lapping the shore, or maybe a bit rougher or even rougher still? And I don't know what colour that

water is...' All of which is vaguer but gets the client honing in on details).

When you are talking about trance states you want to appear like you are talking about a situation from a different time yet you want to be mentioning what you see happening to the client now. So if the client breathes in, you may say 'and then he took a deep breath in; before letting all the tension out'. You could be talking about jogging and as the client is beginning to imagine that jogging they may stare off into the distance so you can suggest something like 'and as he continued to jog along he just gazed off into the distance, allowing his mind to wander'.

## **If the person has been hypnotised before can this be used to hypnotise the person now?**

Normally a good hypnotist will start by asking if the client has been into trance before or what their last trance experience was (and check it was positive). If they have then the hypnotist will ask for a description then feed this back in the present tense. Or they may ask what the client likes to do to relax and unwind then keep asking questions and feeding back answers to deepen the person's experience.

For example, the client may say that they were hypnotised a few years ago. The hypnotist can then ask what the room was like that they were hypnotised in, what did it look like, what was the chair like that they sat in, what induction was used, what did it feel like to go into a trance? All of these questions and feeding back the

answers as statements in present tense will deepen the trance in the here and now. So if they say 'I focused on the top of my head first' the hypnotist may reply by saying 'focusing on the top of the head first!' so that the client hears and agrees to that statement in the present situation. If they are talking about what they like to do to relax and they say they like to sit on the beach reading a book, and that they can hear the waves in the background and the sounds of seagulls. The hypnotist can feedback 'So, as you sit there you can hear the waves in the background and the sounds of seagulls and just really become absorbed in that book!' The client will then agree with this description if they told you this first, but you fed it back as a statement so they agree to it as a suggestion to follow now in the current situation.

## **Is it possible to create deep trance using rapid inductions, like shock or surprise inductions, confusion inductions or pattern interrupt inductions?**

These can all lead to really deep states quickly, and often do but all states are fragile and can be exited quickly especially if it is a surprise or shock. Most inductions are like falling into a giant black hole (like the one in the centre of the Galaxy, you wouldn't notice when you have crossed the event horizon because it is subtle (the event horizon is the point at which the gravity is so strong nothing can escape)), this is like a relaxation induction, you can continue to go deeper and deeper, or become more and more absorbed and not really notice, or if you get drunk while not moving you can drink lots but not notice until you try to stand.

A rapid induction is like falling into a black hole of a star, this has a steeper event horizon that stretches matter more over a short distance, it's not very subtle and you would notice you are crossing it. In this example being an event horizon you know you've crossed it and quickly gone deep, but can't get back, whereas with trance, you rapidly drop into a very deep trance and for a minute or so you know you've suddenly changed state dramatically but if it's not deepened and maintained correctly or if you are uncomfortable with what has just happened you will just come out of it.

The advantage of rapid, shock, surprise, pattern interrupt, confusion inductions is that the person isn't so deeply relaxed so you can generally do more with them and have them pass almost instantly into a somnambulistic trance state (like stage hypnosis) whereas a relaxation based induction requires the person to come out of that relaxation to the point they look awake but actually are in trance (which can be recognised by the way they move and the behaviours and responses they exhibit).

I'm more likely to use a quick induction if I want the person to do more talking or movement in trance, or I will have this as part of the induction. Whereas if someone is silent as I hypnotise them and then after 20 minutes of them relaxing deeper and deeper I ask them to talk, they find it very difficult. But if I have them talking as they enter trance or if I do a quick induction they are often able to talk easier.



**If someone is in a real surprising, confusing or shocking situation or their behaviour or thinking is interrupted, does this induce a trance and if it does can that trance be used?**

Parents are often experts at utilising naturally occurring shock inductions, they'll kiss a crying child's knee and say that it will make it all better in a minute and the child stops crying, or they'll give a good positive reaction to a child being scared by something that otherwise may have led to becoming a phobia.

I've been involved in over 1000 violent incidents in my working career in a job I used to do and the best way to work was to treat people in trance as people in trance. So when people froze with fear I'd get their attention and tell them what to do (if you just shout they may not notice you, you really do have to make sure you have their attention). Likewise when dealing with aggressive people, I would get their attention (sometimes it was aimed at me so I already had their attention) and would just use hypnosis, often using compound suggestions, contingent suggestions, and presuppositions and embedded commands.

Many emergency medical staff use hypnosis when someone is in shock due to an injury. They may suggest bleeding will slow down to just enough to clean the wound. Or they may suggest that something they are administering will relieve the pain over the next few minutes.

## **I've heard that you can anchor drug states so that people can access them without the need for the actual drug. Can this really be done?**

Yes, you can anchor (linking a stimulus and response) drug states so people no longer need the drug. I have done this with many people especially people that smoke cannabis believing they need to do so because it relaxes them and allows them to be creative (one person I did this with had it so that drinking a cup of tea (the anchor) would get him stoned. He was able to then get stoned in business meetings and be creative without having to actually get stoned. This led to that person getting promoted and getting a pay rise because of their ideas and innovative thinking within the meetings. Likewise with someone that wanted to be able to get drunk but wanted to be able to be sober in an instant, I had them get drunk on orange juice (the anchor) and sober up by slapping their face (gently) and saying sober up. This allowed them to be able to go out with their friends, appear to get as drunk as their friends and yet be totally sober when it was time to go home.

## **What can be done to make people more likely to follow suggestions?**

People are generally more suggestible if something is non-threatening. This is because they are likely to respond to you without realising that they are being influenced. The common example is saying 'you don't want to do 'X' until you've finished watching that do you? (Implying they will want to do 'X' when they have finished watching TV). Or as someone is walking to the

kitchen suggesting 'could you put the kettle on'. The person walking to the kitchen isn't so likely to see it as being influenced because they were going to the kitchen anyway. Whereas if they were sat beside you watching TV with you; and you said 'could you put the kettle on', they are more likely to think you are being lazy and that you should get up and do it yourself.

## **You use nursery rhymes on some of your self-hypnosis tracks, why is that?**

I am using each nursery rhyme/familiar childhood pattern to induce mini trances to help deepen the main trance and to add a different quality to the trance. There was research done many years ago on how each trance is different and by changing the order or speed or duration of any trance, or set of trances will lead to a different trance experience.

This is why many people can experience widely different trance experiences and not know whether they were in trance with one or another or not at all because each experience is different. That is why you need to know exactly what the client wants and expects so that you can meet their expectations so they feel they have got what they paid for or asked for.

For example in many of my sessions the client is in trances throughout the whole session without them ever knowing. But with many of them I have to do what they perceive as the hypnosis (OK now close your eyes....etc.) for 15 minutes just so that they are happy they have had the 'hypnosis' or else some do walk out at the

end and think 'he didn't even hypnotise me', even when they have just spent 90 minutes going in and out of trance.

**Many hypnosis tracks have backing music, you get music for relaxation; and many therapists use music in their sessions. Why is music so often used?**

Music induces trances. I never use music in sessions, but I speak with a rhythm. It is just another way of hypnotising someone. Some people do use music in sessions.

On many of my self-hypnosis tracks I use music using the rhythms in the music to help induce a deeper trance. Our brains seem hardwired to synchronise with the rhythms and patterns contained within music. So if you listen to an upbeat, high tempo piece of music your heart will speed up and match the tempo of the music, if you listen to a slow piece of music your heart will slow down. Your breathing will also respond to the music and I suspect other internal rhythms also respond to the music.

Throughout human history music has been used in rituals and ceremonies. Many cultures have rituals or ceremonies using drums where they increase the tempo whilst people dance to the music and enter a trance and some will then have the music stop or slow down to guide the 'now in trance' dancers.

## **What is meant by ‘Deep Trance, Medium Trance, and Light Trance’?**

A deep trance just means the person is more fully absorbed in the experience, a light trance they are less absorbed. Anything can induce a deep, medium or light trance if the person lets it. People often enter deep trances whilst reading as they get absorbed in the book, or whilst listening to music, but will avoid this if it isn't appropriate (like if they need to be paying attention to other things). People can be absorbed to different degrees within each of their senses. So they could be totally absorbed listening but not absorbed visually because they needed to be paying visual attention to something else, or they may be very absorbed visually, strongly visualising internally, yet not absorbed listening as they want to pay attention to what is going on around them while their eyes are closed (this can happen when people are on training courses where they are feeling self-conscious and so are listening out for people in the room, and movements, monitoring whether they are being watched or not. Yet another part of them is absorbed in the internal experience that they are having).

## **Is there specific ways of communicating so that you are communicating more to the unconscious mind rather than the conscious mind?**

The unconscious is generally thought to run creativity, pattern matching and feelings, so if anything that falls into these areas is used you are more likely to be accessing the unconscious mind

(like visualising using the imagination, listening to music, counting, nursery rhymes, confusion/shock/surprise relaxation or any other feeling (emotional or physical - whether it is the emotion attached to an activity, or feeling attached to an activity, or addiction, etc.), or having the person recall things, or make up things in their mind, etc.

## **I have tried hypnosis but don't think I can be hypnotised because I never seem to feel any different. Am I missing something?**

Often the problem is that people don't get the results they expect to have, just closing your eyes puts you in a hypnotic or meditative state, so does every time you think about something (like if someone asks you what you had for dinner last night, you would go into a trance to find the answer). So it is almost impossible not to be hypnotised. Not everyone can automatically do 'everything' in hypnosis. Some people may need lots of training to be able to hallucinate, whereas others may hallucinate easily with no training.

Often the problem is that people think being hypnotised should feel a certain way, many people think they will not remember anything, or that they will somehow feel different. When the reality is that most people can hear what is going on around them, they are aware of 'reality', they may not be visualising much so may just have a blank mind, they may be talking to themselves in their mind and not really aware of anything special taking place other than thinking they are sitting, relaxed and listening to the hypnotist speak.

This is all perfectly natural and not a sign of not being hypnotised. From the hypnotists perspective they may observe that the person has been responding wonderfully 'hypnotically'. For example I've had people feel they weren't hypnotised yet they responded to what I was saying, they took things very literally and perhaps responded in ways that would be very difficult in ordinary wakeful awareness; like having an arm levitating motionless for 20 or 30 minutes.

When working with clients it is important to find out what they expect being hypnotised to feel like, to normalise what it is likely to feel like and dispel any myths the client may have. People will also often rationalise what happened or things they did. So they may respond hypnotically to suggestions and then afterwards say they chose to do what you had suggested but weren't really hypnotised because if they had wanted to not do as you had suggested they could have done.

Sometimes, if I think the person I am working with is likely to say they weren't hypnotised I will suggest to them that when they come out of hypnosis they will be 100% convinced that they can't be hypnotised and that they haven't been hypnotised and that I can try to hypnotise them again next session. I will sometimes also add that because they can't yet be hypnotised, and haven't yet been hypnotised they may as well just chalk this session down as just listening to me talking and they may as well just forget about this session and we can get on with the serious work next time. This helps to create amnesia so that they discover later that they can't remember what took place in the session and then realise they must have been hypnotised after all.

## **I have tried self-hypnosis tracks but they don't seem to work for me, why is this?**

With self-hypnosis tracks unfortunately all tracks for a wide audience have to apply to as many people as possible and so can't be made specific, whereas in an actual Hypnotherapy session the therapist can find out what the client wants and expects and also explain or clear up any myths about hypnosis or therapy.

Generally self-hypnosis tracks made for an individual are more likely to be effective for that individual than generic self-hypnosis tracks. Some therapists also like to record the 'hypnosis' part of live sessions for the client to take home and listen to between sessions. This can be very effective because the client is recalling the session and re-experiencing the session as they listen. And if they felt it worked in the session it can make it even more effective when they listen back to it because they believe what the hypnotist said and did worked, and so will work when they listen to it again.

## **How do placebo effects work?**

All drugs stimulate changes in the brain (including the release of certain chemicals and hormones), many drugs have chemicals that interact with the brain (for example cannabinoids from Cannabis latch onto certain brain receptors making them behave in a certain way).



Once someone has experienced the state once the brain can recreate it because it knows what changes take place. The difference is that the different parts of the mind and body are responding to using past memories as the trigger rather than the real chemicals. For example cannabis latches onto certain receptors in the brain; this then makes those receptors behave in a specific way. Using a placebo or hypnosis etc. can trigger those receptors to behave in that way but without the trigger being the chemical. Placebos work in the same way, there is no real drug but the mind and body know how they should respond and so do just respond in that way.

Here is an article on Placebo and how the changes occur from Scientific American Mind magazine:

<http://www.sciam.com/article.cfm?id=placebo-effect-a-cure-in-the-mind>

People could just imagine the drug but to actually recreate it they would need to know what taking it feels like. Design Human Engineering (DHE) created by Richard Bandler includes knowing how to create states. If you can elicit from someone else how a drug takes effect on them then you can go into a trance and try out their 'strategy' and have a similar effect to them. You can also do things like seeing if speeding the process up or slowing it down makes it stronger or weaker, or changes the effect, and do this with all the sub modalities (visual, auditory, kinaesthetic, gustatory and olfactory elements of what you are thinking about) to refine the drug state until it is one you want that may be unique to you, this could be used by others if they want a similar effect.

It can be as intense or more intense (because you can alter it to how you want it, and even alter it so that it doesn't have the side effects). People have got better taking placebos in drugs trials where the 'real' drug has ended up failing and being found to not be very good. So in these cases the created state has been more intense than the real drug (in placebo this is often because the person on an unconscious level has a belief about what effects the drug has and how it works, rather than real experience of the drug - or the placebo would probably be less effective if it just recreated the exact drug state).

## **Why do hypnotist have some people associate into memories and others dissociate out of memories?**

When people are associated into a memory it makes the memory more 'real' and more powerful. When people dissociate out of a memory it reduces the emotional intensity.

People with phobias or PTSD are associated into the memory of the trauma when they think about it. This is why anyone with a phobia will tell you it is like really being there, reliving it or experiencing it as if it is happening now, and to treat them one thing you want is to have the memory recoded in the brain so that they see themselves rather than see through their own eyes. Generally low emotion memories are stored dissociated and high emotion memories are stored associated.

In therapy sometimes people find it a huge leap to be associated and make changes, so you want a dissociated version of them to

make the changes first before the 'try on' the changes for themselves. For example if someone is associated in a phobia memory and you ask them to now be relaxed they wouldn't be able to do it (or it would be very tough for them), if you have the client watch a video in their mind of themselves being calm they can do that because it isn't 'them' it is a video of them, so you can get them used to the idea, and make the memory a calm memory which will be the one they will now step into and then experience being calm. If they can't make that leap you can have them watch a video of someone else being calm in that situation, before then having them step into the video and experience what it would be like to be 'that' person, before perhaps noticing a mirror that reveals that it is actually them and not somebody else that is being calm.

Likewise if someone lacks confidence trying to make them confident while associated is difficult, so you want to have them dissociated where you can question them about what they notice about 'that' calm, confident person, how do they know just from looking at them that that person is calm and confident. Then after doing this they can be asked to 'try it on' and experience being that calm and confident person, and to describe what it feels like to you.

Generally you want people associated in good feelings and dissociated from bad. There are times you may want someone to be dissociated, like if someone wants to be motivated towards something you want them to experience it associated but to leave with the video of success dissociated, knowing it won't be associated until it really happens. This can then make the person see it and keep thinking I really want that, they can see it in front of them but can't get into it so keep trying and because they can always see it in that way when thinking about it they keep trying to get to it. Whereas if they are associated when they think about it they often experience already having what they want and so have nothing in front of them to keep them motivated to really get it.

## **People often say politicians and the media and sales people all use hypnosis. Is it true that all of these people are using hypnosis techniques?**

Everyone in the world uses hypnosis techniques it's just most people don't do it as well as they could. Anyone that appears to be influential will be using hypnosis quite well. That is why it is ridiculous when people say they want to stop people using hypnosis, or when they want to make it so that only licensed people can use hypnosis because if they did that they would have to stop everyone in the world from communicating or interacting because each time they do they are doing hypnosis, they would have to stop people daydreaming, dreaming at night, thinking about things, planning things in their mind, telling stories. It would be an impossible task. So they would have to define what they think hypnosis is and try to find a way of enforcing that not being taught or practiced.

If you tell a child a story they become absorbed in what you are saying and even react to what you are saying. If you ask someone what they plan on doing for their birthday and they become absorbed in what they tell you, or ask them what they did on holiday. All of these things are hypnotic techniques and all of them lead people into a trance.

## **Whose fault is failure?**

Many hypnotists unfortunately blame the client. Obviously in therapy if the client needs to do something, like a task, and they come back the next week and say they didn't do it, or say they gave it a go but decided they couldn't be bothered, then they need to take responsibility for that (for example I know someone that I helped to quit smoking that was so determined that it shouldn't work he made himself sick just to restart, that is his choice and his responsibility). But if it is something like anchoring, or embedding commands or doing hypnosis, or eliciting phenomena then my view is the hypnotist has to take responsibility for not doing it in a way that fits the client. If a client purposefully resists (like ignoring what is said) then that is the clients choice and clearly they didn't want the results so I wouldn't blame the hypnotist (although I would expect the hypnotist to work in a way that is as flexible as possible and so most examples of resistance would be utilised and overcome), but generally it is down to the hypnotist to work in a way that suits the client.

Obviously no-one is perfect and so no-one can be 100% successful but you can take responsibility for that and learn from it. Things that use natural processes can't really be blamed on the client

unless they have purposefully made sure it won't work (which is unlikely to be the case if either they didn't know anything was going on or if they really do want it to work). For example embedded commands work, even when people notice them they work yet if the person notices and doesn't want to follow them they can purposefully think of something else. My view is to always look at what the hypnotist could have done differently and also whether it was something that was going against the clients' beliefs and values in some way. If it is done covertly then the client can't be blamed because they didn't know they were supposed to respond in a specific way. And if it is using (as it should) natural processes then unless someone has faulty natural processes (which is very unlikely) what the hypnotist does should work.

## **I've heard about 'Pick Up Artists' (PAU) using hypnotic techniques. Does using hypnosis like that really work?**

It is real and very powerful. Attraction isn't all about looks (just look at the number of really ugly actors and millionaires that have attractive partners), it is about creating rapport and a relationship, making the person feel you have something in common with them, and meet their idea of what they want in a partner. Confidence and humour help, building rapport through matching/mirroring helps, making the person feel good helps. The initial hurdle people face is to actually get their foot in the door, if someone isn't found attractive they are less likely to get to meet people they want to approach, whereas someone that is attractive is more likely to at least be able to just walk up to someone and start a conversation. This can be worked on by matching and building rapport long before approaching someone, then focusing entirely on them when

you do get in conversation and showing you are listening by rarely talking but showing interest in what they have to say.

Also the person needs to be honest. There is no point impressing someone but then not being able to keep up the lie. If you want a genuine relationship it's better to be rejected by the wrong people and accepted by the right people, not rejected by everyone because they discover you were lying. Richard Bandler once said that his dating strategy was to simply walk up to people and say 'Hi I'm Richard' and if they were hostile like saying 'yeah and what of it...' he would then respond with 'sorry I thought you were someone else, an old friend..' and just move on. If they said 'Oh hi I'm.....' he would offer to buy them a drink and take it from their asking if he could sit with them, complementing them perhaps on an item of clothing they are wearing, or the way their makeup is done, and then just engage in conversation. If he found they had things in common they would see each other more, if not they would have had a pleasant evening and left it at that.

The mistake is going out to get laid, which means the only girls that are likely to accept your advances are the ones that want one night stands, not constructive for finding a relationship. You need to know what you want from the person before you approach people because you will have a different approach depending on the outcome you are after and will approach different people.

All the techniques are powerful and work, you can anchor very positive feelings and have that linked to you, they say love is blind and it really is, the trick is to have the right person fall in love with you rather than make everyone fall in love with you and then break all their hearts because you don't actually after meeting them want

to be with them. I have read 'The Game' by Neil Straus and he explains the whole speed seduction world and how it affected him getting into it and made him depressed and he noticed others were also the same.

## **Can overloading the conscious mind be used to induce hypnosis?**

Generally confusion or overload sets in as soon as you give more than 7 things for someone to consciously keep track of. So if you say 'as you sit there aware of what that feels like noticing the sound of my voice and the words I'm using really paying attention to my tonality and the sensation of breathing in and out while you look up at that clock on the wall and notice how the second hand moves around the face you can recall what it feels like to be stood under a warm shower with the feeling and the sound of the water and what your right arm feels like here in this room as a part of you relaxes in that shower...etc...' there is too much going on to follow so once about 7 bits of information are being kept in mind the unconscious has to take a greater role to take over what the conscious mind can't manage.

The conscious mind then can't create resistance because it is too busy, the unconscious can process millions of bits of information simultaneously so it can easily keep track of all of this and respond to it. It is only the conscious mind that is overloaded trying to keep up.





# **‘Advanced Ericksonian Hypnotherapy Scripts’ Extract**

## **Introduction**

Since getting involved in the field of hypnosis almost 20 years ago I have been fortunate enough to have helped people with a wide range of problems from clients wanting to quit smoking to people with anxiety and depression and pretty much everything in between.

In the early days I used to get a client’s history and information about the problem and what they would like as the solution then by the time they came for the first session I would have written a script and developed treatment ideas. Before the second session I would have contact with the client by phone to see how they are getting on and what changes they have noticed, what improvements and what they still want to improve. From this information by the second session I would have written a second script for the client to help them to continue moving forwards.

Writing all of these scripts became quite time consuming so I began to purchase books of scripts. None of these scripts matched my clients exactly but they gave me ideas which I could use to mix and match for individuals I was working with.

I stopped using scripts many years ago but still think they have their place as all Hypnotherapists are unique and some like scripts whereas others aren't so keen on the use of scripts and many people like to read scripts for inspiration and ideas.

All the scripts in this book are based on my interpretation of Ericksonian Psychotherapy and Hypnotherapy. Ericksonian Therapy isn't about always being covert and indirect or all about using stories and metaphors and complex hypnotic language. It's about getting the balance right. Erickson frequently used direct suggestion and direct inductions. The Ericksonian Approach is about taking what works with each client. If the client needs to be worked with in a direct manner then do this, if they need to be worked with indirectly use this instead.

I like to work somewhere in the middle. From almost 20 years' experience I have found that starting with indirect techniques to prime ideas, concepts and mental processes and begin to activate these without the client realising that that is what I am doing so they don't resist it and then moving on to being more direct with indirect techniques being used to compliment the direct work is what works best for me; and this is what the scripts in this book are like. They will involve indirect techniques and direct techniques to enhance effectiveness.

Since teaching hypnosis to others I have been repeatedly asked if I can create scripts for other therapists that they can use with their clients. Everything I'm sharing with you in this book has been used effectively with my own clients and with clients of others.

I was initially reluctant to write a book of ‘scripts’ but as time went on I realised that many training Hypnotherapists found the use of scripts; especially scripts they knew worked gave them confidence and this confidence influenced their effectiveness with clients.

One of the reasons for being reluctant to write a book of scripts is that it may encourage people to stop paying attention to clients and to stick rigidly to what is written in the script as if it is ‘the truth’ and the way you have to do things.

From this concern I have decided to include a little more information rather than just the scripts to encourage people; especially those new to the field of Hypnotherapy that are perhaps going through training to look at the client as a whole and integrate the scripts into how you work with clients rather than have the script as the starting point and trying to make clients fit the scripts.

Before embarking on using any of these scripts in your own private practice there are some useful pointers to keep in mind:

1. Some clients come to therapists because they have been told to; not because they have chosen to. With these clients they are more likely not to carry out any tasks set and may come in with such a strong mind-set that they don’t need your help or don’t want to change or that they want the therapy to fail so that they can say they ‘tried’ hypnosis and it didn’t work. With these clients it is difficult to help them to change using a script because they have no intention of changing. A large number of these people can be helped with Hypnotherapists that are not using scripts but instead are responding moment by moment to the client as an individual. It

doesn't mean that in the future these clients couldn't come back to you to be helped when they are ready it's just now isn't the right time for them.

2. You don't 'fix' clients they 'fix' themselves. You are a guide for your client. If they come to you wanting help you can give them ideas and information but for them to change they need to do the work. For example if you set a task and they don't carry it out that is their choice. For lasting change the client needs to feel empowered and in control of their own situation not reliant on a therapist so they need to do the work.

3. Change isn't always instant. For lasting change sometimes other things need to happen outside the therapy room. For example someone may want to quit smoking but may smoke when they get stressed. They may expect 'you' to stop them smoking instantly but the thing causing them stress may not yet be dealt with or they may not have mastered relaxing in a new way. This can all take time and so if they just quit at the end of the session they are likely to fail because once they get stressed they will resort to what they know and start smoking again. If on the other hand they practice a relaxation technique and also deal with the situation that is causing them stress then they will be in a better place to quit. So in many cases the client may not get the result until months later when the time is right. I worked with someone that had a fear of success and had a dream about what she wanted to do. It was going to take some hard work on her part to make the dream a reality and her fear of success came from a lack of confidence which was due to a lack of knowledge and skill about what she needed to know. After the session she didn't think things had changed; a few weeks later she still maintained 'it didn't work' because she was still nervous about the success she wanted. She then 'forgot' about our session and just carried on with her life; following her dream; learning more and becoming more skilled. Then a year later a friend of hers contacted me and told me she is living her dream. It all played out as I had expected. She went through all the stages I had expected

and built on all the seeds sown in the single Hypnotherapy session that we had had. I had explained to her friend just after the session what I had done (they were a training Hypnotherapist and observed the session for training purposes and we discussed the session afterwards) and what I expected to happen. The one thing I couldn't answer was how long it would take her to go through all the necessary stages as she would have to find opportunities to attend courses and learn new things.

4. The scripts in this book are best used as guides. Every client is an individual so the best way to use and read the scripts is to keep the essence of the script whilst adapting the wording to suit each client. You can also mix and match scripts to include what would be best suited to the client you are working with. So if a specific suggestion or metaphor or induction or task seems like it would be good for a client you can use it and edit it into the 'main' script you are using.

5. Make sure your client has an understanding of what hypnosis is and how it works. Make sure they understand Hypnotherapy isn't a 'quick fix' therapy. I often ask clients how quick they expect the changes to take before they begin to notice the improvements. This gives me the opportunity to discuss any unrealistic expectations the client may have. So if I know a client is unlikely to be a non-smoker instantly (which in lots of cases they can be) because they have other issues to sort out and they tell me they expect to instantly be a non-smoker then I would discuss this with the client until we get some agreement on how long it is likely to realistically take, what stages the client may well go through and if they may have a relapse I will discuss with them how they will be able to have a few relapses, what they can learn from them and how they can get back on track again to move on. I talk about how in the session we lay down new patterns of responding in the brain and that these new patterns need strengthening and reinforcing to make them become habitual and some of the patterns may need specific events to happen before they become active. I often mention that

sometimes suggestions and ideas need time to seep through from the unconscious to the conscious mind because they need time to be understood and incorporated fully before they can be used.

## Inductions

### Induction introduction for clients that have been hypnotised before

Prior to starting the induction you will have asked the client about whether they have been in a trance before or not. If they have then you will have gathered some information about this trance experience or their favourite trance experience. Just talking with them about this will have primed the client for entering trance again and they are likely to have already begun to re-enter trance here and now with you whilst you ask them questions and they recall that previous trance experience.

‘As you think about a pleasant hypnotic trance experience just allow your eyes to close...and as your eyes close you can begin to recall what...going into a trance...feels like...you can recall how you felt before you knew you were going to...go into a trance...and...become absorbed in the experience...and as you...recall that trance experience...you can remember what you could see and hear around you...and while you remember what you can see and hear you can begin to...experience a little of that trance here and now...with each breath you take...you can...become more absorbed in this experience...and my voice can comfortably go with you as you drift and float deeper and more fully into this experience...preparing to absorb all that is useful and appropriate...and my words can help you to access inner resources

and strengths and skills...as...you hear my voice and relax...your unconscious...can pick up on all the different meanings in my communication...I don't know whether...you will drift deeper...with each breath you take or with the sound of my voice or the spaces between my words...'

## **Induction introduction for clients that haven't been hypnotised before**

Prior to starting the induction you will have asked the client whether they have been in a trance before or not. If they haven't you will have explained a little about what to expect and you will have asked them what they think it will be like and what they expect. Anything they have said that they are unlikely to experience you will have clarified for them. Like if they say they think they will be totally unconscious and have no memory of what happened and not hear anything. You can explain it is more like when they are daydreaming. They can still hear everything and are still fully aware. It's just none of that seems so important and they are comfortable continuing to drift and dream in their mind.

'As you...allow your eyes to comfortably close...I'll explain a little about what to expect as...you enter trance...you already have all the knowledge you need to understand how to...enter a trance...you have experience of...entering a trance...many times each day...I'm sure you can recall times you have been wandering along and discovered...your mind begins to wonder...to thoughts, ideas and dreams...or the experience of waiting in line as...you start to daydream...now...as you sit there beginning to drift into a comfortable hypnotic trance you can hear the sound of my voice and have an awareness of different thoughts and ideas that come to mind...and while you listen to the sound of my voice I'm going to



talk to you...and just like in everyday situations like when you were in school listening in class and you will have occasionally drifted off into a daydream and later realised you don't know if you remember the whole lesson...many people that...go into a trance...remember some things and forget others...and you can remember what is important to consciously remember whilst at the same time forget what is unimportant to recall after this session...so there is no need to try to...go into a trance...it can develop all by itself...and you can develop that trance in your own unique way based on your own lifetime full of experiences of entering trance states easily and effortlessly...from all those times you have discovered yourself to have been daydreaming...through to those times...you become deeply absorbed in what you are doing...so now...with your eyes closed you can enjoy a moments quiet while...your unconscious...prepares to enter a resourceful trance state...that is just right for the work we are doing here today... (pause for about 30 seconds)...that's it...now as people...enter trance...they often begin to notice how the breathing changes...for some people the breathing speeds up a little before it settles on a relaxed rhythm...for others it just begins to...comfortably relax...and while the breathing helps to deepen and maintain the trance many people become intrigued to discover how much more youthful they look as their facial muscles smooth out...this smoothing and relaxing of the muscles in the face and throughout the body and the continued feeling of comfort that people feel when you come out of trance later are some of the side effects of...entering a hypnotic trance in this way...so while you prepare to...enter this trance state...I wonder what other positive side affects you will receive...and while you continue into this state...your mind will wander at times and whatever happens my voice can go with you...'

## **Journey along a beach**

‘(Pause for about 20 seconds)...that's right...now...as you listen to me and continue to breathe in that way and notice certain sensations you can continue to become more fully absorbed with the sound of my voice or the spaces between my words while I talk to you...and you know there are many different ways of experiencing the enjoyment of walking along a beach...as you drift deeper into a trance...you know some people like to walk bare foot in the sand...feeling that sand on the feet and through the toes...some people like that sand to be dry and warm...others like the sand to be cool and wet...we all have our own preferred experience of walking along a beach...you will have an idea of what you consider to be the perfect beach...what the weather conditions are like...whether it is daytime or night-time...how warm the weather is...what the temperature of the water is...whether you are bare-footed...whether you are walking on stones, shingle or sand and whether the sand is fine and powdery or larger grains...or a different shore line entirely...and what sounds are in your experience...whether there are other people nearby or in the distance...or children playing...or the sounds of birds or boats out to sea...or other sounds unique to your experience...as you drift deeper into a comfortable trance only you know what your experience is that you can internally enjoy...and I don't know whether you will be just listening along and relaxing...or imagining your own experience whilst you drift deeper into a trance...or whether you just have a sense of strolling along a beach...(pause for about 20 seconds)...and some people like rough water...others like the water calm...others like it somewhere in between...and some people don't mind any weather as long as they are prepared for it and dressed appropriately...and as you continue to become more fully absorbed with each breath as the waves roll in...and out...(said in time with the clients in and out breath) I wonder whether you can notice a small inviting hut in the distance...a hut that you don't recognise yet it seems familiar...and as you approach that hut you can drift deeper and deeper with each step you take...going deeper only at the rate and speed that is comfortable for you...and when you arrive at the hut you can be curious about what is inside it...(pause for

about 20 seconds)...and when you are ready you can begin to open the door to see a chair you don't recognise yet it looks so familiar and inviting...after getting a sense of your surrounding you can make your way to the chair and relax yourself into it and get a sense of closing your eyes as you become highly receptive to ideas and concepts that help you to achieve success...drifting deeper with each breath you take...'

## Staircase induction

‘(Pause for about 20 seconds)...that's right...now as you listen to me I will talk to you...and as I talk to you your mind can wonder...and while your mind wonders you can begin to think about different thoughts and feelings while you begin to drift deeper inside...and you can have a sense of noticing a grand oak tree...and you can be curious about that tree as you begin to walk toward it...and as you walk closer and closer to the tree you can notice the secret door in the base of the tree...and you can walk to the door and gently open it to reveal a grand and wonderful staircase with 20 steps...and in a moment you can begin to walk comfortably down that staircase one step at a time as I count down from 20 to 1...and with each count you can go one twentieth of the way deeper into a trance...(make each count on the clients out breath)...as you step onto step 20...that's right deeper and deeper...and you can notice what is around you and I wonder what you can see...and I wonder if you can hear each step you take and what it feels like to take each step deeper and deeper into trance in steps relaxing into the experience...19...deeper and deeper in your own unique way...and I wonder whether you will take a step with each count or two steps with each count at times and at other time pause for thought or to relax a little deeper or just to look around or to stop a moment to take in the experience...18...going deeper and deeper...knowing you can take yourself down into this state anytime you please just by

finding that tree...walking through the door...and walking down the steps...17...going deeper and deeper with each count...one twentieth of the way into trance with each number...16...15...14...that's right...and I don't know whether you will go even deeper with the words that I say or the spaces between the words...13...12...11...deeper and deeper...10...9...over halfway...now into a deep and comfortable hypnotic trance...8...all the way...7...deeper and deeper...6...as you approach the bottom of the stair I wonder whether you will become curious about what you will discover...5...as you shortly begin to notice a door down there...4...all the way into trance...3...as you approach the bottom of the steps...2...and 1...in trance now...as you push that door and see a familiar looking room you know you've never seen before and wonder where that chair in the room will lead you...and you can...go sit in the chair...and drift deeply inside getting a sense of finding that chair so comforting and relaxing your eyes relax shut and you get a sense of drifting off into a pleasant dream...'

## Body scan induction

'(Pause for about 20 seconds)...that's right...(reading slowly and timing sentences to each out breath and leaving plenty of pauses. If the client has been showing some tension follow the script but have the client gently tense muscles first asking them to 'tense the muscles...that's right...and then let that go...that's right...' make sure they have no health problems like arthritis or joint problems etc if you do this) now...take a few moments to focus on the top of your head...notice how it feels and what sensations you have...allow your attention to drift down to your neck...notice how a little more relaxation can drift in with each breath...and how the muscles can soften as you allow your attention to flow through each part of your body...as you now focus on the tops of your arms...and I wonder which arm the relaxation will spread down first the right arm or the

left arm...and as that relaxation continues to flow down the arms you can notice how each breath draws in something new and expels what your mind and body doesn't need...as you focus on those hands...focusing on what they are resting on...noticing which hand is the heaviest and which is the lightest...being aware of different sensations and feelings as you allow the wave of relaxation to spread down your chest towards your stomach...like a healing light cleansing your mind and body...filling your heart and lungs...helping that healing light to spread around your whole body and mind...as that relaxation flows down into your stomach...that's right...relaxing deeper and deeper and more fully as a body while the mind becomes comfortably focused...as you allow your attention to drift down into the legs...and I wonder which leg the relaxation will spread fastest into...and as that relaxation drifts all the way into the feet you can be curious how the mind will follow once the body is fully relaxed...and now as a mind begin to get a sense of entering into your mind and flowing gently around the body checking that each muscle is comfortably relaxed...have a sense of drifting through the head...down into the shoulders...and down into the neck...and now as I remain quiet for a few moments you can take as long as you need to drift through the body filling the body with a healing light and when I start talking again you will have finished and you can get a sense of being in the most wonderfully comfortable chair...as you drift through the body...now...(pause for about one minute)...that's right...finding yourself in that chair...feeling so comfortable...as you now have a sense of wanting to drift off deeply asleep into a dream...and have a sense of closing your eyes while you become absorbed in that dream...'

**Quit                      Smoking                      Reprogramming**  
**Technique**

‘And as you listen to me I know you want to quit smoking now...this process will require your full attention and conscious involvement...what I would like to have you do now is to get a sense of that craving you have had in the past that had led to you smoking...once you have a sense of that craving and can really begin to feel it just let your head nod (wait for the head nod)...that’s right...and now get a sense of where in your body that feeling is...as if it is a physical entity somewhere inside your body...get a sense of where it is inside your body...and now whilst you have got that craving there don’t let it go just keep it there...and as you do just think of the worst negative effect of giving into that craving that could happen...so it could be something like dying because of ill health like getting lung cancer...or making a child ill because of your smoking...or it could be that you have no money because you are spending it all on smoking...whatever it is for you that you can think of...it doesn’t matter if that outcome has never convinced you previously to...stop...because many smokers already know all of these outcomes...packets of cigarettes nowadays normally have disgusting pictures on them with the effects of smoking but it hadn’t put smokers off but it is only a small part of this process...now...very assertively...say in your mind...NO...very assertively say in your mind...NO...you don’t want that...and then when you say that see an image in your mind...almost like a movie in your mind seeing through your eyes hearing through your ears of everything playing out perfectly of having a future with the ideal outcome of saying NO...what are the benefits of saying no to the old smoking habit (say with curiosity)...really think about what those benefits are...because anyone that wants to...quit smoking...has to have an excellent reason for wanting to...quit...it’s no good quitting for somebody else nobody quits unless they’ve got a good reason...so it could be for your health...it could be financial...it could be that you find it very tedious and you wish you weren’t addicted...whatever it happens to be just imagine what you would see and hear and feel having said NO and feel incredible pleasure with yourself for saying NO...now open your eyes and then close your eyes again and get that craving back again...try and

make that craving as strong as you can...try and increase that feeling as strong as you can...and as you increase that feeling...increase the sensations of the negative side effects of giving into that feeling...and then assertively say NO...and then see all the positive effects and feel incredible pleasure with yourself for winning for saying NO for being a success...for achieving things...and then open your eyes and then close your eyes again and try really hard to build that craving up again really try and build that craving up again and as that craving builds up really build up all those images all those negative images associated with what the outcome is if you had given in to that craving and then assertively say NO...and then see all the pleasure and experience all the pleasure of overcoming all that...experience the pleasure of success...really be aware of all the positive outcomes in the future because of having said NO...and then open your eyes and then close your eyes again...it will be harder each time...but really try hard to get that craving really try to increase that craving...really try to increase it...just get all those images again all the negative effects of if you had given in to that old craving...and then assertively say NO...and then get that feeling of pleasure and that positive images in your mind...images of success...images of what life is like...being fitter and healthier...more full of energy...keeping those around you fitter and healthier...what others will notice...what friends will notice...what family will notice...how it will make the home perhaps smell different if you smoke at home...how it will make you smell different...whatever it is for you that comes up in mind...then open your eyes and close your eyes and try and build that craving up whilst building up those negative images...and whilst you build up those negative images then say NO...then get all that positive feelings and positive images...then open your eyes then close your eyes...try and build up that craving again associated with those images then say NO then go to all the positive feelings again and the positive images...then open your eyes and close your eyes...and try and build up that craving again...really try hard to build up that craving again...with all those negative images and then say NO and then see all the positive feelings and positive

images and experience all that positivity of having said NO...and then open your eyes and close your eyes...really try hard again to build up that old craving really try hard to build up that old craving with those images and then say NO and then see all the positive images and positive feelings and enjoy that for a moment and then open your eyes and close your eyes...try and get that craving back again...try really hard to get that craving back...with those negative feeling and negative images and then say NO...and then see the positive feelings and positive images and build all that up and let it increase and double that and double it and double it some more...really cranking the positivity up...and then allow yourself to enjoy drifting into the future to what the future holds leaving here a new you...explore what the future hold over the next year and in years to come...what changes will you be around to see and enjoy...what will others notice about this new you...how will you be able to enrich the lives of others because of changes you make here today...just take as long as you need to explore that now... (pause for about three minutes)...

## Learning to relax

‘That's it...and you can take this opportunity to...really absorb new ideas...and you can instinctively begin responding in a new way...and as you absorb new ideas and instinctively begin to respond in a new way I wonder what other benefits you will notice...now...one way to...really learn to relax...is to begin to master 7-11 breathing...and 7-11 breathing is a way of breathing that creates real and rapid physiological changes...and each time you breathe in counting to 7 and out counting to 11...you begin to master the relaxation response...and whenever your out breath is longer than your in breath you trigger the relaxation response...and feel good...chemicals and hormones release through your body...and you can learn other ways to...discover yourself



instinctively relaxing deeply...and one way you can...discover yourself relaxing deeply...is to master self-hypnosis or meditation...and you know the more you enter self-hypnosis or meditation the more relaxation becomes a part of who you are as a person...and as...you master relaxation...it begins to become more instinctive and...you find relaxation happens all by itself...another way to...learn to relax...is to allow your mind to wander and to think about pleasant experiences or even think about a pleasant time you have been hypnotised or drifted off into a trance...and the more the mind faces challenges the more the body can relax...and there are times when relaxation isn't an appropriate response and times when it is...and you know which times are which...and I wonder what else you know that you didn't know you know yet you knew you knew it without realising...as you master the art of relaxing when that is the ideal response to have...and you can learn here and now how to re-enter a hypnotic state and really...learn how to enter a hypnotic state instinctively...and feelings occur unconsciously first and I wonder whether your unconscious will decide to trigger relaxation when you begin to feel unconsciously stressed or whether your unconscious will wait until you begin to think you need to relax...and you can discover that for yourself...and each time you enter a trance you can learn to relax in your own unique way...and you can take some time now to make the necessary changes on an instinctive level to...learn to relax...now...(pause for about 3 minutes)...

## Metaphorical 'life changer'

'That's it...and as you continue to relax deeper and deeper you can listen to me in the background...and as you listen to me in the background you can understand what I'm saying on an unconscious level...many years ago there was a prince that lived in a castle...and one day he was gazing out of one of the castle windows looking

out over the land that his family ruled...and from his perspective he could see people struggling...he could see people suffering...he could see people starving...while he was in this castle getting whatever he wanted with the ring of a bell...the prince ask his father why things should be this way...and was told the world is the way the world is...there's nothing you can do to change it...the prince wanted to know why not...and asked what about all of those poor people...and we are so rich...can't we help them out...his father didn't answer...the prince thought about his life...he had everything money can buy yet he felt unhappy and felt like something was missing from his life...while many of the people in the town around the castle appeared to struggle and suffer yet they would often be smiling and looking happy...that night when everyone went to bed the prince snuck out of the castle in disguise...he had to discover the answer...how can people be so happy with such miserable lives...he walked through the town and into the nearby forest...the forest was dark and eerie and the night was still...there was shards of moonlight glistening down through the leaves of the trees onto the forest floor shimmering a path for the prince to follow...the prince followed this unknown path to discovery and wonder and was curious where it would lead him...as he continued to walk the prince could hear noises of animals and birds moving in the dark...he could feel his heart beating loudly as he continued into the unknown...after a while the prince found a clearing and saw a frog sitting by a pond...as he approached the frog it started to talk to him... 'you are on a journey of discovery and wonder and you can wonder what you will discover on that journey'...the prince began to wonder as he continued to wander through the forest...he thought he could hear something behind him moving in the dark...following him...he could see the foot of a mountain and wondered how he would reach the cave...then out of the dark some tribes people appeared...the prince couldn't understand what they were saying but could tell they were friendly...they began to cut down some trees and build a ladder...the prince decided to help them...after some time they managed to complete the ladder and the prince climbed up to the cave...in the cave was a flickering fire...he sat

down by the fire watching the flickering flame and noticing how the light from the fire was dancing on the walls...as he continued to watch the flickering flame he began to see things and his mind began to wonder...then everything went dark for a moment before he found himself resting beneath a tree...and as he rested beneath that tree he began to discover the true meaning of happiness and life...and he knew that when you get hot you enter a pool to cool down...and after a while you need to warm up so you go back out in the sun...he then got an image of the Yin Yang symbol...then a coin flipping in the air...then he saw a person struggling and while the person was struggling he saw the person step outside themselves and the part of them with the problem began to change how they were dealing with the situation...then the prince saw people socialising and talking with each other...different images and ideas drifted in and out of the prince's mind...and with each image the prince was learning something new about himself that was beginning to change his life in ways he didn't yet know...and the prince continued to notice what seemed like random images until they disappeared when his unconscious knew it found the answers...(pause for about a minute)...and when the time was right he drifted back to that cave before climbing down the ladder and enjoying an adventure of learning and discovery as he headed back to the castle where he knew how the next day he was going to change his world forever...and improve the lives of those in the town...(pause for about 3 minutes)...

## Finding inner peace process

‘That's it...and as you continue to relax in a moment I'm going to quieten down in the background...and when I do you can begin to find true and honest inner peace...and when you find that inner peace you can be curious how it will translate into your everyday life...and it can have a deep influence throughout your mind and

body...and the interesting thing about silence is it's healing nature...not just healing physically but also its ability to heal you mentally and spiritually...and as I go quiet it can seem like you are walking through a door into a room of nothingness...into a room where the walls absorb sound preventing any echoes...and in that place of peace it can seem like you are a mind floating in space without a body...and as you drift and dream and float...with each breath...you can be aware of sounds without hearing them and be here as a body whilst you remain there as a mind...and you know when you sleep and dream...you completely and comfortably separate from physical reality for a while...and the more silence you experience the more inner peace you can discover...now... (pause for about 5 or more minutes)...

## Exiting trance now

Generally I would only tell the client when to exit the trance if we were short of time in the session. Normally my preferred option is to allow the client to exit trance when they are ready rather than because I told them to. This also allows for the therapy and the client deciding to open their eyes to be linked together so that you can suggest something like 'and when you know instinctively that all the work is complete you can drift out of trance and open your eyes' this then links the eyes opening with acceptance of all the work being done.

'That's right...and you can now just take a few moments to allow yourself to get a sense of drifting back into that chair...and I don't know whether you will take 4, 5, 6 or 8 breaths to fully re-orient back to the chair...before you then start to work your way back

along the route you took into trance...and as you do your unconscious mind can ensure that all the new re-programming has been installed throughout the mind and body in every cell and neuron...your unconscious mind can honestly and fully integrate all your new learning into that deep and instinctive part of your mind while you continue your journey back to the here and now...and I don't know how much of what is there will be left there as you continue back and how much you will bring back with you...an it's interesting how much you know you can be aware of while you are sat there in that seat...and you can now find yourself working all the way back away from that state to the here and now becoming more aware of sounds around you...of me of what you will be getting on with later and other random thoughts that start to cross the mind and in a moment I'm going to count to 3 and on the count of 3 you can open your eyes and be fully back in the room...one...two...three...and open your eyes...hi now you came here to see how you are able to be helped and I asked you to close your eyes earlier...so do you have any plans for later...(have a brief chat then if you are going to set any tasks etc you can do that before they go)...

## **Allow the client to exit trance when they are ready**

This is the preferred option as it gives the client control over the process and allows for the success of the trance work to be contingent on the client opening their eyes.

‘That's right...and now as you gradually find your way back out of trance you can take all the time you need to ensure all the work is completed fully and honestly...and only drift back out of trance at the rate and speed that all of the re-programming updates...and

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when you have found your way back fully all necessary changes will have happened on an instinctive level allow you to open your eyes and come back to the room...(remain quiet while they take as long as they need to return to the room, once they are back in the room with their eyes open then say 'hi' and talk briefly about something irrelevant relating to before the session like how long it took them to get there then ask about if they any plan for the rest of the day, then set any tasks and have some general chat to make sure they are very much awake now)...’

## **Allow the client to drift off to sleep**

This ending is included for those that want to make self-hypnosis tracks for clients and feel that the client should be able to listen to the track at night and just drift off asleep. Some clients prefer this option with self-hypnosis tracks rather than being woken from trance to then have to fall asleep; especially clients that already have difficulty sleeping.

‘that's right...and now as you gradually...drift off to sleep...you can take all the time you need to ensure all the work is completed fully and honestly...and only drift out of trance and into a comfortable deep sleep at the rate and speed that all of the re-programming updates...and as your neurology updates you can find your way back fully out of trance and into that relaxing sleep...and when you drift into a dream...all necessary changes will have happened on an instinctive level...and you can awaken at the appropriate time feeling refreshed and revitalised...(the client can then drift to sleep)...’







